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**AUGUST 31 1963** 

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Handle designed for maximum efficiency

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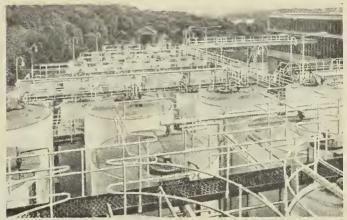
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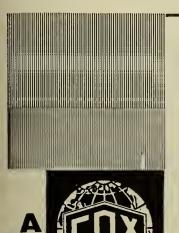
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Savion lozenges
are reduced
in price on
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RETAIL 2

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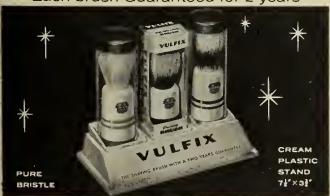
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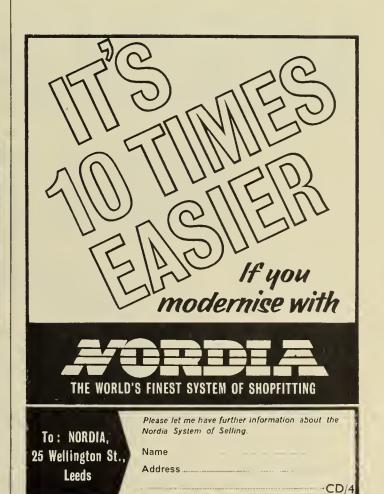
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Woman's own, one of the world's most successful women's magazines, announces a vitally important new service unnan's oun MERCHANDISING BULLETINS

for all-round better business

#### Here is everything you'll want to know about this important new service to chemists

WOMAN'S OWN Merchandising Bulletins are designed to help you in gaining the utmost benefit from advertising campaigns appearing in WOMAN'S OWN—which, by the way, carries more advertisement pages than any other women's

magazine.

This service to chemists will take the form of regular bulletins in your own trade press, detailing forthcoming advertising campaigns in woman's own. Thus you will be able to check your stocks before the demand, and to arrange appropriate counter and window displays. The bulletins will also give details of premium offers, competitions and any other merchandising schemes.

Remember—read every week by more than  $7\frac{3}{4}$  million women, the advertisement pages of woman's own wield a tremendous influence over the buying decisions of well

over one in three of all your women customers.

Now turn to the first
WOMAN'S OWN
MERCHANDISING BULLETIN



## 73 million women come shopping every week with Woman's own



September 7-28

Here is the first woman's own Merchandising Bulletin for chemists, covering September. The advertisements listed opposite will bring you increased sales because woman's own directly influences the buying decisions of well over one third of all your women customers. Check your stocks now and be ready to exploit to the full the tremendous sales potential of these counter and window displays. Every week, advertisements in woman's own sell toilet, health and beauty preparations to 7,880,000 women, including 6,353,000 housewives.

Readership figures from IPA Survey, Jan.—Dec. 1962

## WOMAN'S OWN MERCHANDISING BULLETINS

your key to bigger sales

74 million women come shopping every week with *MOMANS OWN* 



## These are the lines you'll find in big demand. Check your stocks with this Bulletin NOW

woman's own
DATED SEPTEMBER 7
Anadin
Aspro c
Beecham's Pills
Buto
Color-Match by L'Oreal
Coty Lipsticks c
Cutipen
Delrosa
Du Lundi Body Mist Spray
Elastoplast Invisible
_ Dressings c
Fynnon
Goya Spray Set
Grossmith White Firec
Hartnell 'In Love'
Preparations
Heinz Baby Foods
Innoxa
Iron Jelloids
Nikini
Oil of Ulay
Perdisan
Revion Living Curl
Hair Spray Saxin
Scholl 'Soft Grip' Stockings
Sno-mist Deodorant
Veet 'O'
Velouty Powder Cream
voicity i owaci orcaiii

#### woman's own DATED SEPTEMBER 14

Amami Wave Set
Aspro
Beecham's Pills
Burson Elastic Stockings
Buto
Color-Glo by L'Oreal ... ...c
Cosmedin

Coty Measured Mist	с
Cutipen	
Dettol	
E.P. Tablets	
Fynnon	
Germolene	
Germoloids	
	с
	с
Johnson & Johnson Baby	
	с
Lucozade	
'Milk of Magnesia'	
Nailoid	
New Tress	
	с
	–
	с
Savion Antiseptic Cream	_
	с
Supersoft Hair Spray	
Toni Deep Magic	
Woodward's Baby Products	š
Zoflora Air Freshener	
woman's own	
DATED SEPTEMBER	₹ 21
Aspro	с

'California Syrup of Figs' ...c Coty Creamy Skin Perfume

Beecham's Pills

Nurse Harvey's Mixture
Nunale
Oil of Ulay
Phensic
Phillips Tonic Yeast
P.L.J
Polycolor Shampoo Tint
Rubinstein Minute Make-up
Saxin
Silcot
Sta-blond
Sebbix
Scholl 'Soft Grip' Stockings
Tampax
Valderma
Yardley Cream Powderd
Yeastpac

#### woman's own DATED SEPTEMBER 28

Aspro
Beecham's Pills
Color-Glo by L'Orealc
Elastoplast Invisible Dressings c
Fields 'Together'
Talc & Cologne
Germolene
Germoloids
Hartnell 'In Love'
Preparations
Inecto (Hint of a Tint)c
Lifebuoy Soap c
Max Factor Creme Caramel
Lipstick and Nailpolishc
Mene
Polytint
Revion Living Curl
Hair Spray
Sunsilk c
Supersoft Hair Sprayc
Toni Deep Magic
Vitapointe

ax Factor Creme Caramel
Lipstick and Nailpolish ...c | c = Colour Advertisement | d = Double Page Spread

The next woman's own Merchandising Bulletin will appear in the September 28 issue of The Chemist and Druggist and will cover the month of October

If you would like further copies of this Bulletin, or would like to receive them regularly by mail, please write to the Merchandising Manager, Woman's Own Advertisement Department, GEORGE NEWNES LTD. TOWER HOUSE, SOUTHAMPTON STREET, LONDON WC2. Temple Bar 4363.

The ALDIS SEASON is now open. The world's best selling colour slide projectors, which bring you so much business all the year round, will be even more popular this year. September and October have been chosen for the ALDIS SEASON. During this period there will be a powerful advertising campaign, using large spaces in the Sunday Express, Sunday Telegraph, Sunday Times. Observer and Evening Standard and in numerous other publications. There is an ALDIS COMPETITION in which more than 500 prizes can be won, including holidays in Rome and Paris, with cash prizes for retail salesmen. Special attention is being given to prompt delivery and after-sales service, and we would like you to play your part by making special window displays and advertising in your local newspapers.

ALDIS offer lasting value in their products. You will never have a more reliable or popular colour slide projector to sell, so make the most of it during the ALDIS SEASON by advertisements, displays and encouraging your customers to buy ALDIS and enter the "Win a 1964 Holiday" Competition.

### THE

### ALDIS

SEASON





#### THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY fine chemical, cosmetic, and allied industries and all sections of the drug, pharmaceutical,

Official organ of the Pharmaceutical Society of Ireland and of the Pharmaceutical Society of Northern Ireland

Volume 180

August 31, 1963

No. 4359

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PUBLISHED BY

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#### ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year Book, £3 10s. Single copies 1s. 3d. each (postage 5d.).

#### for strength through the growing years

Farex contains sensible proportions of protein, fat, carbohydrates, calcium, iron and vitamins to provide a balanced diet throughout the formative years right up to pre-school days. It provides the sound basic nourishment that is so essential to the growing child and because it mixes readily with almost any flavouring, sweet or savoury, Farex adapts itself to the child's changing tastes through the years. Farex is remarkably economical too. The familiar 10 oz. packet costs your customers 1/6. Trade prices are 14/5 per dozen and 27/- for the special 'top profit' parcel of two dozen packets.

#### FAREX fortified 3-cereal food



The name Farex is a Glaxo trade mark

GLAXO LABORATORIES LIMITED



Volume 180

AUGUST 31, 1963

No. 4359

#### **Conference Week Events**

IN the time-table given below of events during the British Pharmaceutical Conference meeting in London, September 2–6, light type indicates morning and heavy type afternoon events. Unless otherwise stated, all are held at the Connaught Rooms, Great Queen Street, London, W.C.2. The Society's house is open to view on Sunday, 10 a.m. till 5 p.m.; on Monday, 2.30 till 4 p.m.; on Wednesday, Thursday and Friday, 10.30 a.m. till 12 noon.

#### Sunday

- 10.00 At 17 Bloomsbury Square. Conference office open for registration. Until 9 p.m.
- 3.30 At St. Pancras Church, Upper Woburn Place, London, W.C.1. Thanksgiving service.

#### Monday

- 9.00 Conference office transfers to Connaught Rooms.
- 10.00 Coffee.
- 10.45 Opening session. Addresses by the Minister of Health and the Conference chairman.

- 2.30 Science sessions.

  Ladies' excursions and demonstrations.
- 8.00 At Painters' Hall. Reception.
- 8.15 At Guildhall. Reception.

#### Tuesday

- 9.30 Conference lecture.
- 11.00 Conference excursion on "Royal Daffodil," returning 6.30 p.m.
- 7.45 for 8.00 At St. George's Hospital, Hyde Park Corner, London, S.W.1. Reception for hospital pharmacists given by London Branch, Guild of Public Pharmacists.
- 8.00 At the Roman Catholic Church of St. Anselm and St. Cecilia, Kingsway, London, W.C.2. Evening Mass.
- 8.30 At 90 Buckingham Palace Road, London, S.W.1. Reception given by Pharmaceutical Subjects Group, Royal Society of Health.

#### Wednesday

9.30 Professional and science sessions.

- 9.35 Ladies' excursions: Old Hampstead and Kenwood; Kensington Palace and London Museum (9.45); Houses of Parliament (9.55); tour of the city (10.5); tour of West End (10.15).
- 10.30 Coffee.
- 2.30 Science sessions. Ladies' excursion and demonstrations.
- 7.00 for 7.30 At Grosvenor House. Conference banquet.

#### **Thursday**

- 9.30 Symposium session.
- 9.35 Ladies' excursions as Wednesday morning.
- 10.30 Coffee.
- 11.45 Transport leaves for golf at Crews Hill golf course, Enfield, Middlesex.
- 1.30 Transport leaves for tennis and bowls at Myddleton House, Enfield, Middlesex.
- 2.30 At School of Pharmacy, Brunswick Square, London, W.C.1. Conversazione.
- 8.00 At Royal Festival Hall. Ballet.



SORTING THINGS OUT: Preparations for British Pharmaceutical Conference meetings entail many hours of evening work for local volunteer helpers. In the picture members of Metropolitan branches of the Pharmaceutical Society and of Conference local subcommittees are seen filling the wallets of 1140 members (100 from overseas) in readiness for their registration on Sunday and Monday, It is tricky work because the contents differ considerably according to members' bookings, Enthusiasm and concentration are equally called for but there is compensation in the camaraderie that develops among the workers. Edinburgh take heed!

#### Friday

- 9.30 Professional session.
- 9.35 Ladies' excursions as Wednesday morning.
- 10.30 Coffee.
- 2.30 Science session.
- 3.30 Tea.
- 4.00 Closing session.
- 7.30 for 8.00 At Grosvenor House. Conference ball.

#### Saturday

10.00 Departure from Victoria Station for visit to Brighton School of Pharmacy.

Letters and cards posted in a postbox in the Society's House on September 1, and in the Connaught Rooms, September 2-6, will be franked with a special date stamp commemorating the Centenary Conference.

#### **Poisons Information**

CENTRES IN LONDON AND EDINBURGH

THE Ministry of Health announces that a National Poisons Information Centre set up at Guy's hospital, London (see C. & D., July 28, 1962, p. 80), starts to operate on September 2. The functions of the centre are to maintain an index of substances in common use (medicinal, veterinary, horticultural, household, and so on) with details of their composition and, where possible, their toxicity and treatment in cases of poisoning; and to provide such information to doctors on request for facilitating the treatment of acute poisoning. The index has been compiled from various sources with the co-operation of industry, and is being constantly added to and improved. Many companies have,

on a strictly confidential basis, disclosed the formulas of their products. A twenty-four-hour service of providing answers to urgent inquiries (usually by telephone) from medical practitioners and poisoning treatment centres is being maintained, and information is being disseminated periodically to regional and district treatment centres. The address for inquiries is: Director, National Poisons Information Centre, Guy's Hospital, London, S.E.1 (telephone: HOP 7600).

phone: Hop 7600).

A Scottish Poisons Information Bureau has been set up at University New Buildings, Teviot Place, Edinburgh, 8. That also will be in operation from September 2. An index from which inquiries will be answered is located at Edinburgh Royal Infirmary (telephone: Fountainbridge 2477). It is pointed out that "the Bureau is not intended to take the place of ordinary local sources of information (pharmacists or hospitals)." The service will not be available to members of the public.

#### **Drugs for Angina**

A CRITICAL REVIEW

GLYCERYL trinitrate is the best drug for the immediate prevention of angina, and it may be used freely. That conclusion is reached in a survey of "Organic Nitrates and Other Drugs for Angina" published in the August 23 issue of *Drug and Therapeutic Bulletin* issued by Consumers' Association. But, taken sublingually, it is reported, the drug will not relieve effort angina more quickly than does rest from the exertion which brought the angina on, although some physicians have found it effective when chewed. Examining other preparations, the *Bulletin* says that

none has been shown conclusively to have a prophylactic action in reducing the number and duration of attacks throughout the day. Also reviewed in the issue are drugs for preventing postpartum hæmorrhage.

#### Saturday Rota Ends

HUDDERSFIELD SERVICE DISCONTINUED

PERMISSION to end Saturday rota arrangements in Huddersfield, Yorks, has been granted by the Minister of Health. He has approved an amendment to chemists' hours-of-service terms exempting Saturday from the days on which one or more pharmacies in an area is required to keep open for one hour after 6 p.m. The change was submitted to the Minister by Huddersfield Executive Council following a proposal by the local Pharmaceutical Committee, which had pointed out that little use was being made of the service, since most doctors were not providing a Saturday-evening surgery. The new arrangements take effect on September 2.

#### Health Service Tribunal

NEW PANELS APPOINTED

THE new panel of registered pharmacists from which pharmacist members of the National Health Service Tribunal, Scotland, are appointed comprises Messrs. C. G. Drummond, Edinburgh; W. C. Carmichael, Glasgow, and T. S. Davidson, Inverness. The panels are selected by the Secretary of State for Scotland after consultation with organisations representative of pharmacy.

#### OVERSEAS NEWS

UNITED STATES

#### Action on "Antimicrobials"

A BAN on anti-common-cold preparations containing antibiotics or sulphonamides, is proposed by the United States Food and Drug Administration. The ban would also prohibit products combining these agents with antihistamines, analgesics, decongestants or caffeine. It has been formulated to meet medical concern that such products are being taken too freely, leading to the development of resistant strains of the bacteria. Manufacturers are given thirty days in which to file objections to the proposal. Recently, manufacturers were asked for proof of the effectiveness of the antibiotics in such preparations as nasal drops and toilet preparations. If no satisfactory proof is received, those products will also be banned.

#### Fewer New Drugs

DURING the first half of 1963 eight new basic drugs were released by the United States Food and Drug Administration compared with sixteen and twenty-four in the same periods of 1962 and 1961 respectively. The number of new drugs awaiting approval, however, continues to grow and the cost of clinical testing, to meet the tighter F.D.A. regulations introduced at the beginning of the year, is said to have doubled. Expenditure by industry on research and development rose by 6 per cent. in 1962 against a 15 per cent. annual average for the past ten years.

#### **CONFERENCE VISITORS' LONDON**

#### Some places of interest

PHARMACISTS and others attending the Centenary meeting of the British Pharmaceutical Conference in London, September 2–7, who find themselves with some time to spare (despite the best endeavours of the organisers to cater fully for their every moment) may find something of value, instruction or interest at one or more of the permanent exhibitions or special events open to visitors to the capital during the week. They include:—

BRITISH LIGHTING COUNCIL, LTD., Brettenham House, Lancaster Place,

BRITISH LIGHTING COUNCIL, LTD., Brettenham House, Lancaster Place, London, W.C.2. Permanent exhibition of lighting equipment and appliances for factory, shops and home.

BUILDING CENTRE, 26 Store Street. London, W.C.1. Permanent exhibition of building and heating materials, including a display of hospital equipment.

CHELSEA PHYSIC GARDEN, Swan Walk, Chelsea, London, S.W.3. Established in 1673, and given to the Apothecaries' Society by Sir Hans Sloane in 1722, at an annual rental of £5. Seeds and botanical specimens are here exchanged with research workers all over the world.

DESIGN CENTRE, 28 Haymarket. S.W.1. Display of British-produced goods of meritorious and outstanding design, plus an index of award-winning products.

INTERNATIONAL PACKAGING EXHIBITION, Olympia, W.14 (September 4–12). The 1963 exhibition is claimed the most comprehensive ever held in the United Kingdom. Over 400 exhibitors will be showing the latest packaging techniques, machinery, designs and materials.

ROYAL BOTANIC GARDENS, Kew. Laid down in 1759, the gardens became the property of the State in 1841. The herbarium possesses over 7 million dried plants and herbs, and the library contains over 50,000 volumes. Cultivation under cover is supplemented by more than 45,000 different trees, shrubs and herbs which are grown in the open air.

WELLCOME HISTORICAL MEDICAL MUSEUM AND LIBRARY, 183 Euston Road, N.W.I. The library contains approximately 250,000 books, pamphlets and journals; 10,000 manuscripts; and 100,000 autographed letters of medical and scientific interest. The exhibition of reconstructed historical pharmacies should not be missed.

ROYAL SOCIETY OF HEALTH, 90 Buckingham Palace Road, S.W.I. The Society's permanent exhibition is supplemented from 3 p.m. on September 3 with a special exhibition illustrating "The Drug Treatment of Disease during the Last 100 Years."

#### NEWS IN BRIEF

THE retail price index for July was 103.3 compared with 103.9 in June (January 1962 = 100).

COPIES of the Single Convention on Narcotic Drugs, 1961, are now available from H.M. Stationery Office, price 4s.

THE revised Drug Tariff, Scotland, consolidates all monthly amendments to the existing Tariff up to and including July.

THE Minister of Health (Mr. Enoch Powell) is laying the foundation stone of the new Western General hospital, Hull, Yorks, during a five-day tour of the Leeds Hospital Region in September.

More than 600 doctors from twentyeight countries attended the fifth congress of the European League Against Rheumatism, held in Stockholm, Sweden, August 26-28. Papers read included results of preliminary trials of indomethacin in rheumatic diseases.

A window at the pharmacy of D. H. Morgan, Ltd., 38 High Street, Cheriton, Folkestone, Kent, was highly commended by the judges in an "attractive ded by the judges in an shop" competition organised shop "competition organised by Cheri-ton and Morehall Traders' Association in connection with a recent "Customers' Week.

A NEW permanent design exhibition, the Manchester Design Centre, has been opened at 115 Portland Street, Man-chester. Like similar centres in Bristol and Nottingham, it is independent of the Council of Industrial Design, but will maintain duplicates of the Council's Design Index from which products for display are chosen.

Six British and one Irish doctor are among 171 from forty-eight countries who have received Lederle Fellowship awards to study at major United States universities since the scheme was insti-tuted ten years ago. The awards take the form of financial grants made to "outstanding young physicians" who wish to undertake specialised post-graduate studies for one year, then returning to their own countries.

A BROCHURE, "Room to Expand," prepared by the Board of Trade and Central Office of Information, gives a comprehensive description of the advantages for industrialists and others of setting up in the development districts or in Northern Ireland. It contains separate sections of each of the areas, a description of the services and amenities available and describes the assistance available to companies establishing new projects or expanding in those areas.

#### SPORT

Golf.-Irish Pharmacists' Golfing Society. Over forty players took part in competitions at Elm Park on August 21 for prizes presented by Rybar Laboratories, Ltd. Results: Strokes, J. Glynn (7), 69; P. Twohig (15), 69 (on second nine), Bogey, F. McKenna, 10, all flat; J. Burke, 12, 1 down (on second nine). The part outing is 12, 1 down (on second nine). The next outing is to Hermitage on September 19.

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY. Members played at Manchester golf club for the Captain's prize on August 14. Results: 1,

Captain's prize on August 14, Results: 1, J. H. K. Park; 2, T. Williams (after a tie between Messrs. Park, Williams and Eastwood at

#### TOPICAL REFLECTIONS

By Xrayser

Simplicity

We still harbour in our midst one or two eccentric medical men-men like Dr. Marley, of whom I have told you on occasion. That, at least, is the description accorded them by itinerant medical representatives, who find Marley and his type singularly difficult to convince that the current product presently being detailed in our area—extraordinary how easy it is to fall into the jargon—replaces entire pharmacopæias and supersedes the accumulated knowledge of centuries. For his part, old Marley avers that he knows to a nicety the action and uses and dosages of treatments he has used successfully for more years than he cares to remember. (The expression illustrates that drug manufacturers and their representatives do not hold a monopoly in the use of the cliché.) I would not like you to think that he has stood still in matters medical. He knows the antibiotics and he uses them with a nice discrimination, having found by diagnosis and laboratory test which is the correct one for the condition. But in simple and straightforward conditions he still pins his faith to the accumulated learning of his ancestors, stating, as though the discovery were his and not that of the great Sydenham, that he prefers to watch the patient for a day or two before beginning treatment, since the poor fellow has enough to do in fighting the disease without having, at the same time, to combat the treatment. And, from the esteem, amounting almost to reverence, in which the good doctor is held, coupled with the fact that he does not appear to lose any more patients than his modern colleagues, one feels that he merits respect. But his very simplicity is, paradoxically, beginning to complicate life for me.

#### Older materia medica

Many of the drugs the old doctor uses have been in constant use for a long time, and I have ordered them over the years from firms of wholesale and manufacturing chemists who were most anxious to have my order, small as it was. Their representatives displayed an impressive knowledge of percolation and maceration, and spoke almost in a whisper of the length of time various barks had matured before being bruised and powdered. They were thoroughly convinced, all of them, that there was something slightly inferior in the products of others, though that was implied rather than said, for there was nothing unethical about their approach. They would discourse lyrically of the aroma of the compound infusion of gentian or the bouquet and brightness of the cardamom tincture-not without good reason—and the audible exhalation which followed the invitation to admire a sample of peppermint oil made the occasion almost an act of worship. But the apostles of Galen no longer call, for a new generation has arisen to take their place—a generation which is no longer an authority on the question of bus routes as was its predecessor, for transport is now personal and not public. No longer do the representatives of drug houses extol the quality of their drugs. One is hard put to it to find a drug house which manufactures drugs, and indeed one finds increasingly that the life-long favourites of Dr. Marley do not arrive when ordered. Instead, a cryptic code brings the information "do not offer," or "out of stock," or "do not stock," so that one is faced with the paradox of a drugless drug house.

#### First principles ·

How am I to face Dr. Marley when he prescribes his special tonic and I have no tincture of cinchona? How am I to break it to him that tincture of valerian is unprocurable? I dare not. There is only one thing to be done, and that is to organise long country walks to gather valerian, and to accompany your Markets Editor on some of his delectable excursions to foreign parts. The situation is, despite the somewhat lighthearted treatment, a serious one. The wholesale and manufacturing chemists are failing in their duty at the present time. In saying that, I am not unaware of the economic difficulties faced by them by reason of the declining demand for galenicals, but I would suggest that they should think twice before abandoning an important service.

#### POLIO IMMUNISATION

#### Effects of a campaign

ALTHOUGH the poliomyelitis immunisation campaign has virtually eliminated the disease in Britain, it has been responsible for increasing rather than cutting down the cost of the National Health Service. That is the conclusion of a Office of Health Economics report ("Price of Poliomyelitis," 2s.) published by Office of Health Economics, 195 Knightsbridge, London, S.W.7. The campaign cost at least £14 millions up to the end of 1961, and its completion involved the expenditure of approximately another £4 millions. That was greater than the estimated cost of treating the cases of polio which would have occurred if

there had been no vaccination. report comments that "it is important to recognise that the eradication of a disease may be a very costly process. It is amply repaid by indirect economic savings and social benefits to the community." The report concludes:
"There has been much controversy about the safety of different drugs and vaccines and their cost to the N.H.S. is easy to overlook the risks of not using them and the conomic impact of the diseases they seek to prevent. The final assessment of any drug or vaccine must be made by comparing the risks and costs of using it against the risks and costs of not using it."

#### NORTHERN IRELAND COUNCIL ELECTION

#### Latest date for nominations

THE six retiring members of the Council of the Pharmaceutical Society of Northern Ireland, Messrs. W. H. Boyd, W. P. Ewart, H. W. Gamble, O.B.E., J. Gordon, A. T. Hardy and W. T. Hunter have offered themselves for reelection. New candidates must lodge nomination papers with the secretary of the Society, 73 University Street, Belfast, 7, before noon on September 16.



IRISH CHEMIST GOLFERS: A group photographed at the recent four-day annual onling of the Irish Chemists' Gulling Society. Photo by T. J. Lynch

#### **NURSING HOMES** Standards to be enforced

THE Conduct of Nursing Homes Regulations, 1963 (H.M. Stationery Office, price fivepence) made under the Nursing Homes Act and effective August 27, require persons running nursing homes to provide accommodation, care and staffing of a satisfactory standard and set out in broad terms the facilities and services that should be available. There must be suitable arrangements for the safe keeping and handling of drugs and the provision of efficient day and night nursing care given by suitably quali-fied and competent staff of adequate numbers. There must also be reasonable day and night accommodation and space, adequate and suitable furniture, bedding and medical and nursing equipment etc. sufficient bathing, washing and sanitary facilities and adequate light, heating and ventilation. Homes are to be visited by doctors and nurses of the registration authority, usually the county or county borough. The local authority has powers to prosecute those who do not satisfy the regulations. It is estimated that there are about 1,000 registered private nursing homes in England and Wales providing nearly 18,500 beds. In addition 100 non-profit making nursing homes provide 5,270 beds.

#### WILLS

MR, G, S, G, ALDER, M.P.S., 9 Carden Avenue, Brighton, Sussex, left £6,708 (£6,539 net). MR, C, ATKINSON, M.P.S., 20a The Grange-way, Grange Park, Enfield, Middlesex, left £5,921 (£5,747 net).

MR, E. BADROCK, M.P.S., F.B.O.A., 8 Woodridge Avenue, Little Bispham, Blackpool, Lancs, left £10,392 (£10,330 net).

MR, S, A, BEST, M.P.S., 30 Ferrers Way, Allestree, Derbys, left £15,212 (£15,157 net), MR, P. S, GAUBERT, M.P.S., 23 The Gardens Watford, Herts, left £14,269 (£14,153 net).

MR, W. J. GRIFFITHS, M.P.S., Bridge House, berbank, Penrhiwllan, Llandyssul, Cardigans, Aberbank, Penrhiwllan left £3,295 (£3,186 net).

(a, b, c, d)

(a, b, c, d)

#### **EXAMINATION RESULTS**

#### Successful candidates in Scotland

IN the Pharmaceutical Chemist Qualifying examination (Part III) held in Scotland during July, the following candidates satisfied the examiners in the subjects indicated (apharmaceutics II; b=pharmaceutics III; c= pharmacology; d=pharmaceutical chemistry III):-

ABERDEEN DEANS, Margaret F., Aboyne (a, b, d) FHYPATRICK, K., Dundee (a, b, c, d) FOWLIE, D, A, Aberdeen (c, d) GILLESPIE, Patrícia A, Aberdeen (a, b, c, d) GREIG, G. D., Dundee (a, b, c, d) HENDIRSON, J. R., Portsoy (a, b, c, d) lies, Irene E. G., Dundee (a, b, c, d) MACFADYEN, 1. R., Dundee (a, b, c, d) MACEAREANE, A. M., Fort William (a, b, d) MCHARDY, P. R. J., Aberdeen Morris, Diana M., Newport (a, b, c, d) Ross, Patricia A., Dundee

Swanson, K. H., Aberdeen (a, b)

WIBSTER, Eileen, Laurencekirk (a, b, c, d)

EDINBURGH Addison, Marjorie F. M., Edinburgh (a, b, c, d) CORBETT-REAKES, G, F., Cowden-CRAWFORD, G. M., Cowdenbeath (a, b, c, d) CUNNINGHAM, S. C., Glasgow (a, b, c, d) Downes, G. F., Altrincham (a, b, c, d) DUNN, Joan S., East Linton (b, c, d) Fox, G. A. A., Pecbles (a, b, c, d) Henderson, R. G. D., Dungon (a, b, c, d) Kyam, L, K., Kensington (a, b, c, d) LAKHANI, I. K. N., Naírobi

(b, c, d)

(a, b, c, d) MCAILISTER, M, H, Montrose (a, b, c, d)
Mehr, Diana G. R., Crossford
(a, b, c, d)
ROBURTSON, Hilda M., Dundee (a, b, c, d) STHME, J. S., Wandsworth (a, b, c, d)
Shaw, Martha R., Eskbank
(a, b, c, d)
Shuttlaworth, Florence J., Blackpool (a, b, c, d)

Candidates who satisfied the examiners in the two-year Candidates who satisfied course examination were:†ADIGUN, Clementina M., Brixton
†BAKER, V. W., Wednesbury
BOFTON, Margaret E., Dingwall
CAMPBELL, D. W., Stirling
CRABBE, A. M., Cardiff
EDWARDS, D. G., Llangollen
CRABON, S., Clementy GIBSON, S., Glasgow GILLARD, D. M., Excter GRANT, D. J., York HLN, D. A., Pontefract HIGGS, Jill, Diss KIRKHAM, Barbara M., Bolton

TODD, W. D., Peebles (a, b, c, d) URE, Elizabeth, Coatbridge (a, b, c, d) WALLACE, Moira M. A., Balerno (a, b, c, d) WILKIE, Betsy M., Dunfermline (a, b, c, d) WORSWICK, A., St. Annes-on-Sea (a, b, c, d)

SMITH, Valerie M., Montrose

SUTCLIFFE, S. F., Presion

McGuirf, Maura P., Hexham Morley, D., Kirkby-in-Ashfield Nwf, K. H., Liverpool Parkinson, R. J., Derby Patel, M. D., Regent's Park † PEDDLE, Jean L., Stourbridge RICHARDSON, J., Redear ROONEY, E. A., Southgate SADIQ, J. H., Dundee SHODIPO, E. O., Redhill SMITH, N. E., Salford THOMAS, T. G., Swansea †Indicates certificates being withheld pending evidence of practical training

#### NINE ACCUSED OF RECEIVING DRUGS

Large stocks mentioned in evidence

EIGHT men and a woman who were arrested when police raided premises in Rupert Street, London, W.1 (see C. & D., August 17, p. 146) were brought up at Bow Street, London, court on August 27. The accused were George Edward Coates and Terence Albert Haywood, both of Stoke New-ington; Joseph John Paul Micaleff, doorman, Hackney; William Douglas, cafe proprietor; John Spiteri, club waiter; Laurence Spears, club tout; Frederick Charles Savill, described as a journalist; Emmanuel Attard, cafe proprietor; and Jean Veronica Peterson, unemployed, all of 59 Rupert Street, Soho, London, W.1. Douglas, Savill, Haywood, Attard, Coates and Peterson were charged with conspiring to contravene the Pharmacy and Poisons Act, 1933, and the Poisons Rules, 1960. Douglas, Micaleff, Savill and Peterson were charged with conspiring together to obtain money from such persons as might be induced to purchase from them bottles containing a yellow liquid by falsely representing that such bottles contained morphine. In giving evidence, a police officer told how Douglas said "I'll tell you what you want to know, but you'll have to be discreet. This is a 'set-up.'" He wrote the names and addresses of George Coates and "Terry," 17 Arundel Grove, Stoke Newington, on a piece of paper and went on "The 'purple hearts' come from Terry and George, and they get them from a bloke named John who pinches them from where they are stored. Terry has an Austin Cambridge with a dent in the back and George has a Victor with a dented front. Terry has cans of 'hearts' under the bonnet. I can contact them by 'phone during the morning, or I send a telegram like this: 'See you 11 o'clock EST tonight, Mary,' which would mean I would meet him at the Establishment Club. They generally carry a stock of 20,000 pills. They supply Peter Lyons, who is known as Peter the Pill, and he supplies the Roarin' 20's Club and a few others. We supply the strippers, nearbeer and coffee clubs."

#### Margins Too Fine?

The officer said Douglas told him they also supplied "pills" at the Star restaurant in Old Compton Street, and Koko's in Robert Street. They charged sixpence a pill and used to pay Terry and Coates £7 10s. for a tin. Douglas went on, "I'll tell you about the bottles. This was Fred's idea. He was always moaning there was not enough money in the 'hearts' and wanted to get a real money spinner. The Malt (Maltese) on the door of the 41 Club got hold of a load of bottles that were nicked from the Yanks. I think he got them doctored up and labelled morphine. The idea was to knock them up for the jazz boys and sell as the real stuff. I don't think we sold more than a couple of dozen." Spears told the officer "I only sell about 600 a week at the No. 9 club. Fred or Bill used to give them to me and paid me a pound or two for selling them." Coates

admitted that a box containing "pills" had been found under the driving seat of his car, and that they were stolen. Coates went on: "Let me tell you how I got into this. The girls in the clubs used to tap me for them and I sold a few to them. I make meets with the supplier at the Angel, Islington. He walks up to my car and asks me how many pills I want. He comes back a few minutes later with pills in a carrier bag. I believe he is Maltese." When Hayward was seen, the officer went on, he said he only sold the pills in bulk, and did not "knock them out pill by pill." Hayward said he got the "purple hearts" at the Angel from a Maltese who worked where they stocked them somewhere at the Angel. Micaleff told the officer that he got the bottles from an American who had "nicked a load from somewhere." When told it was believed that the contents of the bottles had been watered-down, Micaleff said they had not sold many, and added "Everyone knows the pills are nicked from a factory. Thank God nobody got killed through that stuff.'

When Savill was shown various papers found in his brief-case, he said that the figures on the papers showed "multiplication of £12 10s., the price the received for 1 000 pills" the price the received for 1,000 pills, the weekly totals of pills supplied to one person, and what anyone they let in on the scheme would expect to make. The papers also bore names of "pushers," how much they paid and how much they owed, and the profit on the sale of 15,000 pills. On another paper was the weekly account showing the number of thousands of pills sold. Savill, referring to another paper, said he had been trying to show Douglas how they could "make more profit on the pills by cutting out one of the suppliers and cornering more outlets.

All nine accused were committed for trial to the Central Criminal Court on a charge of receiving drugs, knowing they had been stolen, and the accused detailed in the other charges were also committed on those charges. Peterson was allowed bail in the sum of £200, and with the exception of Douglas, the others were allowed bail with £100

#### LEGAL REPORTS

#### Case Against Manager Adjourned

A CASE in which a chemist's shop manager stands accused of embezzling, or alternatively stealing, money from his employers could not proceed at Old Street, London, justices' court on August 22, as arranged, owing to the non-appearance of the defendant, Charles Laurence Moores, 220 Dalston Lane, E.8. The bench was told that a letter had been received stating that Mr. Moores had been involved in a road accident, and the case was adjourned for a week, bail being continued. At the previous hearing the prosecution said that Moores was a manager in the employ of Briggs (Cash) Chemists, Ltd., at their branch at 197 Hoxton Street, N.1. The case

(see C. & D., August 17, p. 146) arose out of "test" purchases made at the shop.

#### Gave False Names and Addresses

AT Glasgow sheriff court, on August 14, Isabella Stewart or Irving, 62 Leighton Street, Glasgow, admitted obtaining prescriptions for Dexedrine tablets by fraud on eleven occasions between November 1962 and July 1963. She called on doctors in the area, giving false names and addresses (she pretended to be temporarily resident in the city), obtained prescriptions for Dexedrine. Doctors were given a description of the woman, and police were alerted and she was arrested when she called at a doctor's surgery on a second occasion. Irving was placed on probation for a year.

#### Fourteen Doctors Hoodwinked

A YOUNG woman admitted at Paisley sheriff court on August 1 that she had obtained prescriptions for Daprisal tablets by fraud from fourteen doctors in Renfrewshire on twenty-six occasions. The woman, Mrs. Margaret Holmes, 10 Maple Drive, Johnstone, admitted defrauding the National Health Service of £6 10s. (the value of the tablets) during a period of nine months. She pretended to doctors that she was on holiday in the arca, giving a Highland address which she said was her home. A doctor became suspicious after the woman had paid a second visit to his surgery asking for tablets. The accused was placed on deferred sentence for one year.

#### COMPANY NEWS

Previous year's figures in parentheses

UNITED GLASS, LTD.—An interim dividend of 5 per cent. is declared for the year ending January 4, 1964.

PIFCO HOLDINGS, LTD. — The final dividend is raised from  $12\frac{1}{2}$  per cent. to 20 per cent., to make 30 per cent. for the year ended April 30 (against 20 per cent.). Profits increased from £260,172 to £273,607 in 1962-63, against which there is a depreciation charge of £4,739 (£5,121) and a U.K. tax provision of £144,135 (£133,969). The net profit is £124,733 (£121,082).

CHEMICAL SERVICES, LTD., Dublin. — The company has been acquired jointly for an undisclosed sum by Arthur Guinness Son & Co., Ltd., Dublin, and Philips Duphar, Amsterdam. (The new owners also combined to acquire Crookes Laboratories, Ltd., in 1960.) Directors are D. O. Williams (chairman); C. J. Virden, R. A. French, J. P. van tWout, A. J. W. van Agt and M. McStay.

THE BRITISH DRUG HOUSES, LTD.—The offer to acquire the issued share capital of Middleton & Co., Ltd. (see C. & D., August 10, p. 124), has now been declared unconditional, acceptances having been received in respect of more than 90 per cent. of the shares. The offer remains open for acceptance by the small number of shareholders who have not yet accepted.—Dr. V. Petrow (head of the research and Development division, The British Drug Houses, Ltd.), has been appointed a director of the company.

INTERNATIONAL, PHOTOPIA LTD.-Profit, before tax, for the year to April 30 is £123,166 (compared with £95,006 for the previous year) and with the forecast of not less than £100,000 given when the company was formed in November 1962. In view of the increase over the forecast, the dividend total is brought up to  $17\frac{1}{2}$  per cent., with a final of  $13\frac{1}{2}$  per cent. Mr. C. G. Strasser (chairman) says the company has again increased its share of the still expanding market for photographic equipment. The first three months of the current year show "a most satisfactory increase in turnover compared to the same period last year, and we are poised to take advantage of the favourable outlook forecast for our industry."

#### **Voluntary Liquidations**

JUDD'S CHEMISTS (MILL HILL), LTD. [R.O.] 310 Edgware Road, London, W.2. Liquidator: R. P. Booth, 15 Holborn Viaduct, London, E.C.1.

#### **BUSINESS CHANGES**

G. REFSON, LTD., have opened a pharmacy at 7 Central Parade, Maghull, Liverpool.

H. I. WELDRICK, LTD., have transferred to 28 Hall-gate, Doncaster (from 41 Hall-gate).

E. M. MURPHY & CO., LTD., have transferred their offices to 82 Seel Street, Liverpool, 1 (from 72 Seel Street).

MR. J. R. SEYMOUR, M.P.S., has acquired the business of Robert Dawkes Ltd., 17 Horn Lane, London, W.3.

THE pharmacy of A. Atkinson & Co., 110 High Street, Southend-on-Sea, closed down on August 24. Correspondence relating to the business should be addressed to Mr. L. C. Graham, 63 Kings Road, Westcliff-on-Sea, Essex.

#### **Appointments**

ARMOUR PHARMACEUTICAL CO., Ltd., Hampden Park, Eastbourne, Sussex, have promoted Mr. A. Stephenson, M.P.S., their area manager, covering the South London, Kent, Surrey and Sussex territories.

GENATOSAN, LTD., Loughborough, Leics, have appointed Mr. H. J. Gallagher representative for North-west and West districts of London and Mr. K. F. Rosser for Dorset, Somerset and part Bristol.

#### **PERSONALITIES**

MR. L. B. SINGLETON, F.P.S., M.I.P.A., becomes joint managing director of Grant Advertising, Ltd., when the company, L. B. Singleton, Ltd., of which he has been managing director, becomes merged with the Grant organisation in September.

MR. W. I. WOOLLEY, M.Sc., B.Pharm., has, at the age of twenty-one, been appointed a magistrate for the Blackburn County area. His grandfather, Mr. W. Woolley (founder of Cupal, Ltd.), was a magistrate; his father (Mr. W. E. Woolley) present chairman of Cupal, Ltd., is chairman of

the Blackburn County Borough Magistrates; and his uncle (Mr. E. Woolley)—also a director of Cupal, Ltd.—was appointed a magistrate for the County Borough of Blackburn.

MR. G. J. WALE, M.P.S., who recently sold his Acton business to Mr. J. R. Seymour (see col. 1). plans to settle in Australia in a few months' time. Mr. Wale went to school in Brisbane, but left in 1915 to return to his native London. When Gillian, his younger daughter, qualifies at Queensland University, she will be the fourth pharmacist in the Wale family. Her sister Judith, also a pharmacist, is married to Dr. Parfitt, a pharmacist who is a lecturer at Queensland University.

MR. R. C. FENTON, former chairman and managing director of Pfizer,

Ltd., has been elected presi-dent of Pfizer 1 nternational. Mr. Fenton graduated from Cambridge University and spent five years in a department of the Foreign Office dealing with economic warfare and reparations. In 1951, after a period as assis-



tant to the managing director of British Schering, Ltd., he joined Pfizer as British manager. Becoming regional director for Europe in 1952, he was instrumental in building up the Pfizer operations throughout Europe and in 1954 was appointed a vice-president of Pfizer International. He was area manager for Northern Europe and Africa 1956-1961 when he returned to New York as operations vice-president in charge of Europe, Africa, the Middle East and Canada.

#### **DEATHS**

DRYDEN. — On August 12, Mr. Albert Dryden, M.P.S., 56 Ballunie Drive, Dundee, Angus. Mr. Dryden qualified in 1921.

HARDWICK. — On June 23, Mr. Richard Hardwick, M.P.S., 23 Fort Street, Ayr. Mr. Hardwick qualified in 1911.

#### **INQUESTS**

An Unsigned Prescription.—A pharmacist who gave tablets on a "copy" prescription that had not been signed by a doctor, and had been sent by a woman who later used the tablets to commit suicide, was absolved from blame at a resumed Birkenhead inquest on August 21. The coroner recorded a verdict of suicide while the balance of mind was disturbed on Mrs. Gwendoline Alice Smith, formerly of Dawson Avenue, Birkenhead, who was found dead at her home on June 24. John William Smith, aged ten, said that his mother gave him a prescription from which she had rubbed out something and sent him with the prescription fee to the chemist to collect a quantity of tablets. Dr. James McGill said that Mrs. Smith

had been prescribed tablets for a number of years. There was nothing improper in the chemist's giving the boy the tablets, as Mrs. Smith had been getting tablets from him for years. Occasionally, if the doctor forgot to sign a prescription, local chemists took the prescription at trust and returned it to him for signature. Mr. John Ellis Jones, M.P.S., (manager of the branch of Boots, Ltd., at Mallaby Street, Birkenhead), said that the tablets had been supplied for Mrs. Smith on prescription for a number of years. He did not attach any importance on that occasion to the fact that the prescription was not signed and, knowing it was the regular prescription, he was in no way suspicious. Prescriptions with various discrepancies were from time to time received for dispensing including some which doctors had forgotten to sign.

#### **EXPANSION PLANS**

IN Holland N.V. Koninklijke Nederlandsche Zoutindustrie, Hengelo, are shortly building a manufacturing plant for herbicides in the Botlek area, nr. Rotterdam, in co-operation with the Danish producers of herbicides, Kemisk Vaerk Koege, A/S.

CONSTRUCTION of a new petroleum refining plant for N.V. Nederlandse Raffinaderiz van Petroleum producten (N.R.P.) has began in the Western port area of Amsterdam. As producers of petroleum jellies for medicinal and cosmetic use and technical white oils, etc., for the past fifty years, N.R.P. have outgrown their Haarlem headquarters, Lobitos Oilfields, Ltd., have acquired shares in N.R.P. whose issued stock is being doubled. Campbell Technical Waxes, Ltd., Thames Road, Crayford, Kent, are sole agents in the United Kingdom for the sale of N.R.P. petroleum jellies.

A MAJOR increase in PVC capacity is announced by British Geon, Ltd. Manufacturing facilities at the company's plant at Barry, South Wales, are being expanded to increase polymerising capacity by a further 20,000 tons a year to a total of over 70,000 tons. Part of the increase will come on stream during September and the full expansion will be in operation within a year, thus completing the £2 million extension announced some time ago. (British Geon, Ltd., is jointly owned by Distillers Co., Ltd., and B. F. Goodrich Chemical Co., U.S.A.)

AN agreement has been made between Contenga (Continental Engineering, Amsterdam), an offshoot of the Werkspoor organisation, and the Kestner Evaporator and Engineering Co., Ltd., London, whereby the latter has a licence for the supply of complete glucose production systems in the United Kingdom and Australia. The process, which is continuous, incorporates a new type of converter for the starch slurry in which the gelatinous phase is passed through the plant in a fraction of a second without the juice coming into contact with the hot wall of the heater. A high concentration of the converted syrup is claimed to be obtained, using low pressure with standard heat exchangers and pumps.

#### TRADE NOTES

Price Increased.—The British Drug Houses, Ltd., Graham Street, London, N.1, announce that the price of Pernicream is increased from September 2.

Economy Size. — Stafford-Miller, Ltd., 166 Great North Road, Hatfield, Herts, have introduced a 1\frac{3}{4}-oz. "economy" size tube of Poli-grip denture fixative cream.

New Distributors.—Northern Pharmaceuticals, Ltd., Galen House, Bradford, Yorks, are undertaking the manufacture and distribution of Varicones. Prices are unchanged.

A Larger Size.—Chesebrough-Pond's, Ltd., Victoria Road, London, N.W.10, are now presenting their hair set and conditioner, Spray 'n Stay, in a larger aerosol, in a giant economy size.

Now in Plastie. — Dixor, Ltd., St. Leonards Works, Mortlake, London, S.W.14, announce that the opal jar pack of Velouty powder cream has been replaced by a plastic container. A new price structure is in operation.

Paek Size Changes. — Roussel Laboratories, Ltd., Columbus House, Wembley Park, Middlesex, announce that, when present stocks are exhausted, the packs of six and forty-eight Proctosedyl suppositories are being replaced by a single pack of twelve.

Price Reduced.—The pharmaceutical division of Imperial Chemical Industries, Ltd., Fulshaw Hall, Wilmslow, Ches, announce that the price of Savlon antiseptic lozenges is being reduced on September 2. From that date the retail price for a tube of twelve lozenges becomes 2s. Credits are being allowed

Plans to Expand. — Having handed over to their sales force the Matey

range of products recently acquired from Burwood Laboratories, Ltd., Nicholas Products, Ltd., Slough, Bucks, stress that the market for children's bath products is expanding and over 7½ million children between the ages of two and twelve will be potential "customers." Researches conducted on behalf of the company suggest that 88 per

cent. of children are bathed more than once a week and 17 per cent, are bathed once a day or oftener. Further survey showed that no less than 76 per cent. of Matey buyers intended to repurchase. A television advertising campaign for the series is "bigger than any previous campaign for the product." It comprises twelve spots on each of nine major television stations before the end of September. The range, illustrated alongside, comprises liquid, powder, and shampoo, each in two sizes.

**Distribution Change.** — William R. Warner & Co., Ltd., Eastleigh, Hants, announce that J. M. Loveridge, Ltd., 6 Millbrook Road, Southampton, have

been appointed sole distributors for the Warner range of veterinary products (Pacatal, Hexocil, Mandelamine, Pyridium and Urolucosil).

Hairnet With Home Perm.—Richard Hudnut, Ltd., Eastleigh, Hants, are promoting the sale of their Roll Quick home roller perm with a free roller-perm hairnet, the gift being featured on the front of the package.

An Alternative Strength. — Aqua Mephyton (vitamin  $K_1$ ) is now available from Merck Sharp & Dohme, Ltd., Hoddesdon, Herts, in pack of twenty-five 0.5-mil ampoules (1 mgm. per 0.5 mils).

Glucose Drink with B<sub>1</sub>.—Claimed the only glucose drink containing vitamin B<sub>1</sub>, and to contain over 20 per cent. more glucose than any other glucose drink, Barluze is issued by Barluze (Products), Ltd., St. Ronan's House, Newcastle-on-Tyne, 1.

"Own-name" Indigestion Tablets.—Arthur H. Cox & Co., Ltd., Brighton, Sussex, offer, in seven different "chemist's own name—own brand" pack designs, a twin-roll pack of indigestion tablets. A show outer contains 2 doz. cartons (two rolls of twelve tablets each per carton).

Now in Three Flavours.—Arcadian Works, Ltd., Crediton, Devon (agents to chemists: Ernest Jackson & Co., Ltd., Crediton) have introduced new blackcurrant and lemon, honey and menthol variants of the original Throaties, which continue to be available. Advertisements are booked in national dailies and Easi-sell counter display units are offered. Inquiries are invited about a composite pack of 3 doz. assorted Throaties.



An Interruption. — Pfizer, Ltd., Sandwich, Kent, state that, in order to comply with statutory requirements, their power supply is being interrupted from 8 a.m. to 5 p.m. on Saturday August 31. In consequence their telephone answering machine will not be operating between those times, and orders received on the machine on Friday night are being held until Monday.

"Specialists in Selective Distribution."—A new company, Concorde Perfumery and Cosmetics, Ltd., 94 Rickmansworth Road, Watford, Herts, specialising in selective distribution of high-class perfumery and cosmetics, is taking over the selling and servicing of Pierre Cardin perfumes from September 1. There is no change in selling policy. The new company is a member of the DDD group.

A Toothbrush from Scandinavia.—Now being distributed in Britain by Continental Cosmetics, Ltd., 88 Fonthill Road, London, N.4, the Jordan toothbrush is described as "Scandinavia's best seller." Its features are exclusive Tynex tufts "angled to clean between the tceth," a handle of special shape. The brush is understood to withstand regular sterilisation with boiling water. It is being advertised in mass-circulation women's magazines.

"Fairy Godmother" Contest Winner.—Winner of the first prize in the Heinz "Fairy Godmother" contest was Mrs. P. Monks, 41 Farm Lane, Worsley, Lancs, a mother of two children aged four and one. The prize (a cheque for £500 and a £500 endowment policy for her baby girl) was presented to her at a luncheon in Manchester on August 8 by Lady Dawe (a former secretary of the National Baby Welfare Council and a judge in the competition). The contest was promoted by H. J. Heinz Co., Ltd., Harlesden, London, N.W.10.

Contraceptive Offer to China.—Following recent news of a mass birth-control campaign in Shanghai, The British Drug Houses, Ltd., has invited a delegation of medical and commercial representatives of the Chinese Government to discussions with the object of making Volidan, the company's new oral contraceptive, available to women in China, Mr. P. J. Dickinson (head of marketing) has stated that large bulk orders could be produced at a fraction of the present price in the United Kingdom and that, if the suggested negotiations were successful, supplies might be produced in China.

#### **Bonus Offers**

Boots Pure Drug Co., Ltd., Station Street, Nottingham. Fenox nasal drops, Fenox spray and Strepsils. Twelve (assorted or otherwise) invoiced as ten on order for 6 doz. or more. Twelve invoiced as eleven on order for 3 doz. Nirolex, twelve invoiced as eleven on minimum 1 doz.

THE BRITISH DRUG HOUSES, LTD., Graham Street, London, N.1. Multivite, Pernivit and Pernicream. Twelve invoiced as eleven on order for 3 doz. Multivite 50's, or 150's; on an assortment of 3 doz. or more Multivite 50's and 150's (not less than 1 doz. of each size); on 2 doz. Pernivit 50's; and on 2 doz. Pernicream.

RICHARD HUDNUT, LTD., Eastleigh, Hants. Roll Quick home roller perm. Twelve invoiced as eleven on order for 3 doz. Bottle of Style Set free with order for 1 doz. Style Set refills and ½ doz. Style Set.

STAFFORD-MILLER, LTD., 166 Great North Road, Hatfield, Herts. Poli-Grip denture-fixative cream.  $7\frac{1}{2}$  per cent. special discount on combined parcels of twelve small size and six new "economy" size. Till September 12. Orders through wholesalers.

#### **Christmas Showrooms**

THE following have been notified:—BOURJOIS, LTD., North British Hotel, EDIN-BURGH, September 9-12.

H. Bronnley & Co., Ltd., St. Enoch's Hotel, GLASGOW, September 9-13; Midland Hotel, MANCHESTER, September 9-13; Castle Hotel, NORWICH, September 9-12.

COTY (ENGLAND), LTD., Queen's Hotel, B1RMING-HAM, September 9–13; Clifton, Promenade Hotel, BLACKPOOL, September 9–13; Royal Station Hotel, NEWCASTLE-ON-TYNE, September 9–13; Maid's Head Hotel, NORWICH, September 9–12; North Stafford Hotel, STOKE-ON-TRENT, September 11–12.

Cussons, Sons & Co., Ltd., North British Hotel, EDINBURGH, September 9–12.

DUBARRY PERFUMERY Co., LTD., Kensington Hotel, BELFAST, September 9–20; Albany Hotel, Smallbrook, B1RMINGHAM, September 9–13; George Hotel, GLASGOW, September 9–13; Castle Hotel, NORWICH, September 9–13.

J. C. & J. FIELD, North British Hotel, EDIN-BURGH, September 9-13; Royal Turks Head Hotel, NEWCASTLE-ON-TYNE, September 9-13.

J. GROSSMITH & SONS, LTD., Queens Hotel, BIR-MINGHAM, September 9-13; Midland Hotel, MANCHESTER, September 9-13; Castle Hotel, NORWICH, September 9-13.

JEAN SORELLE, LTD., Midland Hotel, MAN-CHESTER, September 9-13.

MORNY, LTD., Queen's Hotel, B1RMINGHAM, September 9-13; Maid's Head Hotel, NOR-WICH, September 9-12.

ROBERTS WINDSOR, LTD., North British Hotel,

EDINBURGH, September 9–12; Castle Hotel, NORWICH, September 9–12,

Scott & Bowne, Ltd., Kensington Hotel, BEL-FAST, September 9-13; Albany Hotel, BIRM-INGHAM, September 9-13; Midland Hotel, MANCHESTER, September 9-13; Royal Turks Head Hotel, NEWCASTLE-ON-TYNE, September 9-13.

SHULTON (GREAT BRITAIN), LID., Queens Hotel, BIRMINGHAM, September 9–13; Midland Hotel, MANCHESTER, September 9–13.

GEORGE SPENCER & SON, LTD., Albany Hotel, BIRMINGHAM, September 9-12; Greyhound Hotel, CROYDON, September 2-5; Metropole Hotel, LEEDS, September 2-5.



HYGIENE FOR LABORATORY ANIMALS: At the Wellcome Research Laboratories, Langley Court, Beckenham, of the Wellcome Foundation, Ltd., trays beneath the cages of guinea-pigs and rabbits in the immunology department are lined with double-width Hi-Dri paper towelling for quick and easy disposability, Makers are Kimberly-Clark, Ltd., Larkfield, nr. Maidstone, Kent,

#### MANUFACTURERS' ACTIVITIES

Jersey Herd Successes.—At the Royal Lancashire Show held at Blackpool recently, the Ovaltine Jersey Herd of A. Wander, Ltd., 42 Upper Grosvenor Street, London, W.1, gained nine awards, including the reserve female championship.

A Booklet About a Company.—First booklet that has ever been produced about Bowater-Scott Corporation, Ltd., Bowater House, Knightsbridge, London, S.W.1, is "not a history, as we have only been in existence since 1957." It is, however, a success story. The booklet, comprising 24 pp., is handsomely illustrated in full colour. It takes a general look at the company and its activities, and is for issue to the company's customers, staff, visitors to the mill.

"Top-tray" Cafeteria.—At the opening ceremony recently of a new "top-tray" cafeteria—based on quickfrozen prepared meals—installed at the Warstock Road, Birmingham, premises of Laughton & Sons, Ltd., the company's founder and president (Mr. G. A. Laughton) officiated. Established in the mid-nineteenth century, the company has consistently made the welfare of its employees a main consideration of management. Over a hundred years ago they were handing out tea money to staff who worked late, and it was the practice of the firm to give every member of the party a free mid-day "din-During the 1939-45 war, a contributory pension scheme was started on a 50/50 payment basis. After the war a more comprehensive scheme was put into practice covering all employees and entirely paid for by the company. The first canteen was established in 1928. New "top-tray" service is the creation of Smethursts Foods, Ltd.

Sponsored Powerboat Race.—A silver cup won by Mr. Nigel Riley in the Tru-Gel Grand Prix powerboat race was recently presented to him by Mr. Fred Razzell (manager of the toiletries



division, Nicholas Products, Ltd.). The races, watched by over 5,000 spectators, were held at Mallory Park, Leicester, on July 28 and the highspot was the grand prix organised by Messrs. Nicholas Products in collaboration with Mr. John Webb (Brands Hatch, Ltd.), who own Mallory Park. The winner and runners up were also presented with cups and Tru-Gel dispensers.

#### "IMAGE" OF AN INDEPENDENT CHEMIST

#### An organisation offers its services

THE steps to be taken to meet the increasing dominance in retail distribution of the big stores and companies must be in the minds of many an independent proprietor pharmacist. He knows he has a personal service to offer and is offering his customers good-quality merchandise at prices that appear to him to be reasonable, yet the business seems to be standing still and unable to compete. Sometimes it is salutary to call in an expert opinion from outside, and a particular service company in the field have made an offer which should be of special benefit to one proprietor pharmacist and of interest to practitioners in general.
"Let us show you," they say, "how

"Let us show you," they say, "how you can compete successfully, and without its costing the earth!" The service they provide is in "image presentation," giving the business, and perhaps the premises, a face-lift. They "work to a budget, without extravagance such as expensive new shopfronts, or other costly ideas."

At the invitation of the pharmacist they first make a study of business as it stands, the type of trade that is being done and the *clientéle* it is desired to encourage. They study the residential area, current property development in the area and everything else that can affect shopping habits or create new demands. They consider that they are likely to see more than the retailer himself, who has possibly been "too close to the wood," and too busy in other directions, to notice the trees. So they make a full survey and come back with suggestions which they believe will be recognised as practical,

economic, logical and compelling. Business may be carried on as usual whilst any recommended changes are taking shape, yet upon completion the new image will appear to have been created overnight. The schemes are designed so that, with little effort, periodic transformation may be effected by the chemist himself. "Image presentation" implies best use of premises, commencing from the shop windows and carrying a theme right through to the handing over of the goods, or the completion of the service. The image created by the window display is carried further in note-headings, invoices, business cards, wrapping materials, price tickets — everything directly or in-directly concerned with "selling" dedirectly concerned with "selling" designed to create a true house-style –

giving a lasting impression of efficiency.

The improved atmosphere created "acts as a remarkable tonic, affecting your staff in their improved manner and appearance, ability to sell — and respect for your leadership."

Hitherto the service company has been concerned with other fields of retail distribution. To establish themselves with pharmacists they offer, by way of demonstration, to provide their services free to one establishment so far as design, organisation, etc., are concerned, asking payment from the chemist only for materials and labour (and those on a predetermined budget), on condition of full co-operation in the proposals and to publication in these columns of a step-by-step account of the changes and their effects. Any chemist who would like to investigate the possibilities should write to the Editor.

#### NEW PRODUCTS AND PACKS

Diagnostic Injection.—Merck Sharp & Dohme, Ltd., Hoddesdon, Herts, have launched, as Mannitol injection 25 per cent. solution, a diagnostic agent for use in measuring glomerular filtration rate. The solution is presented in a 50-mil ampoule.

Compound Theophylline Capsules.—The British Drug Houses, Ltd., Graham Street, London, N.1, are launching on September 2 a new speciality Entair capsules, each containing 150 mgm. of theophylline and 90 mgm. of glyceryl guaiacolate. The capsules have a two-tone finish in brown and yellow and are packed in bottle of thirty. The capsules are indicated for the symptomatic treatment of bronchial asthma, pulmonary emphysema, bronchiolitis, bronchitis, and other manifestations of obstructive pulmonary disease in which relaxation of bronchiolar smooth muscle improves breathing.

Products in Slide Boxcs. — Carter Bros., Glen Laboratories, Shipley, Yorks, announce that they have recently marketed a new series of products, packed identically in handy-to-carry plastic slide boxes. Included in the series are Dinium mouth-ulcer tablets, and the following capsulettes: Vitamin-B complex, vitamin-E, liver and vitamin B<sub>12</sub>, bone-neal, and Avozan vitamin and mineral. All the tablets and capsulettes are also available in dispensing packs of 500 or 1,000.

On National Release. — Following extensive test marketing, Sanatogen selected multi-vitamins are being released for sale nationally backed by Press advertising. Manufacturers are Genatosan, Ltd., Loughborough, Leics. Packs are containers of thirty (a 30-day course) and sixty tablets (a 60-day course). The tablets are orange-flavoured and can be sucked, chewed or swallowed whole. The product is formulated on vitamins A, B<sub>1</sub>, B<sub>2</sub>, C. D<sub>2</sub>, E and nicotinamide, plus mineral salts containing iodine, phosphorus. calcium and manganese.

New Flavour and Presentation. — Adams Brand Sales, Ltd., Eastleigh. Hants, have given a "new spearmint taste" to their Dentyne chewing gum



and have presented it in a new eyecatching pack in green, yellow, red and black. Spearmint Dentyne is triple wrapped in pack of six pieces. The outer contains twenty packs.

Anticoagulant-plus Rat Poison.—To overcome the problem of increasing resistance by rats to ordinary baits, Gerhardt-Penick, Ltd., Thornton Laboratories, Purley Way, Croydon, Surrey, have

launched in Britain a new American rodenticide Rinoxin, which they are manufacturing under licence. Most rat baits at present available are based on warfarin, which was developed during work on anticoagulants. A "built-in" resistance to vitamin K has militated against the complete success of warfarin as a rodenticide. Rinoxin incorporates an antibacterial agent sulphaquinoxaline, greatly reducing, it is understood, the amount of vitamin K available to the liver.

Pack Modernised. — International Chemical Co., Ltd., Chenies Street. London, W.C.I, have redesigned the pack of their Reudel bath salts. The



carton now bears a silhouette of a girl's head and shoulders and is claimed to have "freshness and feminine appeal together with excellent display value." The price is unchanged.

house of Myrurgia in Spain have adopted that picture as symbol on their soaps, perfume and toilet products. The distributors for the United Kingdom are Crème Simon (Distributors), Ltd., 31a Bedford Street, Strand, London, W.C.2. Retailers placing an initial order of approximately £20 in value, will be receiving display material including Spanish doll, comb and fan.



New products in the Old Spice and Desert Flower ranges of Shulton (Great Britain), Ltd., 100 Brompton Road, London, S.W.3 (see C. & D., July 27, p. 86).

Perfume Sprays for the Handbag.—Alfred Franks & Bartlett Co., Ltd., 226 Gray's Inn Road, London, W.C.1, are marketing from the Continent two new handbag-size perfume sprays, both under the brand name Bartex. The no. 6 has a moulded clear-glass base with an "easy to operate" button-action spray. It is presented individually in a pack with acetate sleeve. The no. 7 has a porcelain base decorated with a variety of designs.

Air Freshener.—N.R. Agencies, Ltd., Harcourt Road, Bexleyheath, Kent, are the distributors in the United Kingdom and Ireland of Nilodor, a new air freshener manufactured by the Chemico-Pharmaceutical Co., Inc., Montreal, Canada. Nilodor is supplied in a special Tap-a-drop bottle containing 200 drops or applications, and one drop is said to neutralise bad smells in 1,000 cu. ft. of space for twenty-four hours.

A COSMETIC GROUP: The Lentheric cosmetic group illustrated includes new silver-gilt lipstick refill, facepowder box with nonspill disc, and moisturising foundation lotion, gilt-capped, Makers are Lentheric, Ltd., 17 Old Bond Street, London, W.1.



An Italian Series. — Gorney, Ltd., Cross Bath Road, Bramley, Leeds, 13, have been appointed sole distributors for the United Kingdom of the products of A. Vidal-Venezia, Italy. One of the products is Pino Silvestre eau de Cologne and bath foam.

Perfumery from Spain.—To persons who have visited Spain the image of Maja (pronounced Maaha) is familiar, the colourful picture of a Spanish flamenco dancer in a bright red dress adorned with tiers of black lace. The

Seasonal Make-up. — The Byzantine make-up of Harriet Hubbard Ayer (Molyneux et Cie (Designs and Perfumes), Ltd.), 63 Grosvenor Street, London, W.1, is a series created for the coming season. It aims at a golden complexion, rosy lips, and green-gold eyes. For daytime use there is a new gold eyeshadow stick for the eyelids; the corresponding evening product is "Pearly Jade." "Kajal" makes the eyes look as if edged with black silk. A eyes look as if edged with black silk.

#### **PACKAGING NOTES**

A New Carton Factory. — From a new factory at Bromborough, Ches. Austin Packaging, Ltd., offer complete packaging services from initial design to final product.

Aerosol Filling Machine. — The Triple-Pak is a compact hand-operated machine offered by Aerofill, Ltd., Walmgate Road, Perivale, Middlesex, for filling, sealing and pressurising 15–20 aerosol cans or bottles per minute.

Own-design Hand Printer.—Roll Boy Sales, Ltd., 70 Pilgrim Street, Newcastle-on-Tyne, 1, market a rubber stereo suitable for hand printing in up to four colours on to wrapping paper, stationery, etc. Designs made to specification.

New in Foils.—Fisher's Foils, Ltd., Exhibition Grounds, Wembley, Middlesex, have developed a new technique in foil packaging under which a built-in terylene or nylon tearstring for polythene extrusions on aluminium laminate is provided during manufacture.

Service and Machinery. — Unipack, Ltd., Radford Crescent, Billericay, Essex, distributors of Wolkogon strippackaging machinery, also offer a comprehensive service using that equipment. Accurate registration of print is claimed a notable feature of their stripand sachet-packaging.

Ceramic Labelled Bottles.—Baird & Tatlock (London), Ltd., 14 St. Cross Street, London, E.C.1, offer standard-title ceramic labels for laboratory reagent bottles. The labels are in black lettering on a white backround and are stated permanent and resistant to chemical action and mechanical abrasions.

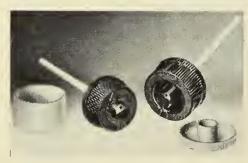
Reinforced Strapping Tape. — Rotunda, Ltd., Denton, Manchester, have introduced a new pressure sensitive reinforced strapping tape. Made from a plastic covered waterproof fabric, the tape is ideal for bundling, baling or palletising. Its resin adhesive will adhere readily to most surfaces.

Papers and Foil.—Sanderson Packaging and Display Papers, 21 Grosvenor Street, London, W.1, have introduced a new range of non-tarnishing, metallic-coated papers in five shades, finished in "high metal" or semi-matt. Also new is a net foil in six colours, recommended for background to window displays.

A Comprehensive Packaging Unit.— Housed in the recently completed factory of Bowater Paper Corporation, Ltd., Gillingham, Kent, is machinery for making coated wrapping papers, waxed papers, cartons and bags (paper and film). Equipment is being installed for extrusion of plastics, development of plastic coatings and printing and laminating foils, films, papers and boards.

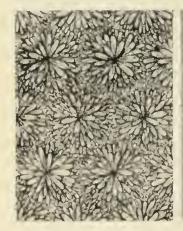
Powder Bag Filler. — Arenco-Alite, Ltd., Pixmore Avenue, Letchworth, Herts, are producing a bulk powder bag filling machine combined with a Telomex precision weight control. The machine has been designed to fill S.O.S. type bags at an economical running speed while giving a high accuracy of weight. It also tucks and folds the full bags prior to discharging them for final closing.

Polythene Atomiser Heads.—Fibrenyle, Ltd., Skylon House, Park Royal Road, London, N.W.10, have produced in two versions (shown below) an atomiser head of black polythene with



ribbed sides. The caps, also of polythene, are available in a number of colours.

A New Plastie Jar. — The plastics group of Metal Box Co., Ltd., 37 Baker Street, London, W.1, has introduced a new type of plastic pack, the Poly-Jar. Of high density polythene, it is attractively shaped with slightly bowed sides, and measures approximately 3½ x 2½ in. with an overall height (excluding cap) of nearly 4 in. It has a capacity of 13-14 fl. oz. The aperture is 2 in. (diameter) and both plastic and tinplate caps are available. The jar may be printed by the silk screen process, on one or more faces, or labelled.

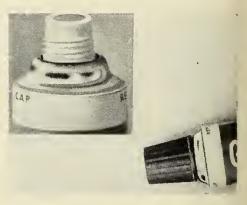






The Kimberley (large daisy heads outlined in blue llock on satin-embossed gold foil ground); Drape (in shades of pink, blue/grey and grey); and Velvet Rose (lloral trellis enclosing rose spray in black flock on satin-embossed gold-foil ground)—three examples from the 1963-64 range of Sanderson packaging and display papers.

Tube-design Problems Solved. — In producing a suitable collapsible metal tube for Gibbs' fluoride tooth-paste,



John Dale, Ltd., overcame a number of production problems. For cost reasons the most suitable pack appeared to be a lead tube, but of course the tooth-paste could not be allowed to come in contact with the metal, otherwise there would be contamination. The choice therefore fell on a lead tube lined with a micro-crystalline wax. The problem of waxing the inside of the nozzle was overcome by fitting to the metal body a plastic nozzle, compression-moulded of urea formaldehyde.

Electronie Batch-counter. — Recommended for recording high-speed production of closures and for their diversion into collecting bins is the BC4 batch-counter by Electronic Machine Co., Ltd., Mayday Road, Thornton Heath, Surrey. The closures are directed along a delivery chute and pass through a light beam between the counter's photocell and light heads. When the required batch is reached a stepping relay energises a solenoid, which diverts the flow towards another bin. The counter also records the number of batches per production run.

Automatic Decapping Maehine.—W. Layland, Ltd., Selby, Yorks, have developed a new, automatic machine to remove metal threaded caps. The machine's novel chucks incorporate a set of precision gripper jaws designed to grip without crushing. An exclusive disposal tube provides complete control over removed caps. The new machine is available as a single head unit for 3,000 bottles per hour or a double head for 6,000. Unit combinations, however, can give any output desired. The machines are compact and fit easily into the bottling line.

Two Closure Developments.—Conventional detergent caps for squeeze type bottles are being made in thermoplastic polystyrene by Armstrong Cork Co., Ltd., Closures Division, Kingsbury, London, N.W.9. They are stated to have a more lustrous finish that blends better with blown polythene detergent containers and to be competitive with urea caps in price. Messrs. Armstrong also announce a new polystyrene screw cap, developed specially for containers of liquids too viscous to be dispensed through a small hole. The cap has a wide sealing boss for closing the open aperture of the bottle and a name or trade mark can be embossed on the head.

#### Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

#### **Another Quotation**

SIR,-With regard to your editorial quotation from Dickens of Mr. Micawber (April 17, p. 1953), may I quote Shylock's speech from the Merchant of Venice—"If you cut us do we not bleed?" Or, what is sauce for the goose is sauce for the gander. All we ask for is justice.

J. HAWKINS, Woodingdean, Sussex

#### A Staff Problem

SIR,—To keep a competent staff becomes increasingly difficult. It would be helpful if a number of your readers could give their experiences for the benefit of the rest. Is the answer shorter hours, higher pay—which cannot then be reduced if trade is poor—or incentive schemes? If incentive schemes are most effective, how can they best be applied?

WORRUB

#### Free Samples

SIR,—I note that, in the current National Pharmaceutical Union supplement, information is given regarding a free sample scheme by Vick International, Ltd. After telling us that members should not take part in the scheme, I read "each member is, of course, free to decide for himself what action he wishes to take"—hardly the words of a Carron or a Soskice. Is words of a Carron or a Soskice. this not typical of the weak leadership and milk-and-water policies perpetrated by the N.P.U. over the years? Surely a properly led Union would say:—
"Messrs. Vick International have been informed that Union members will not be taking part in the scheme." Since the bureaucrats of Bloomsbury will be too toffee pased to expend one pearl of too toffee-nosed to expend one pearl of wisdom in this matter, I propose to follow the "lead" of the N.P.U. and take my own action, which will be to-accept as many free samples as I can lay my hands on, empty them all into a Winchester, and use it for counter prescribing (after suitable dilution of course). The cmpty 1-oz. bottles will come in useful for misturæ pro infans—we're in business, 'Arry boy!

N. BUCKLEY.

London, S.W.11

#### "Pharmacy for the Pharmacist"

SIR,—We are constantly being advised as to the "ethical" and professional way in which we should present our goods to the public, and as to the way in which we should behave to-wards them—and quite rightly so. Meanwhile, more and more of our lines are being sold by grocers and super-markets. I have even been in a grocer's shop when a customer asked the grocer what he thought about a certain cough mixture. Fortunately I managed to contain myself. When eventually we have nothing left to sell, because the grocers and supermarkets have taken it all, cutting prices, etc., and we are left with Part I poisons and National Health Service dispensing, will we be

able to pay our bills with professionalism, and will we be able to feed our children on ethics? We have been waiting in vain for many years to achieve pharmacy for the pharmacist." If anything has been done about this we do not appear to have had any results. When pharmacy is for the pharmacist only, it will be easy to have a professional and ethical approach, and we should even be able to take pride in it. It would appear that, if one wants to get something done one has to do it oneself. If any pharmacists felt strongly enough about this to want to get together and form a "pharmacy-for-the-pharmacist" movement, I should be happy if they would write to me, and then perhaps we could all get together and try and get something done.

A. M. SHERIDAN, London, W.C.1

#### Retention-fee Increase

SIR.—The Council of the Pharmaceutical Society should learn, as the rest of us must, how to live within its income. The proposed increase in the retention fee to £9 is noting but barefaced robbery. I was going to say "blackmail," but that is hardly the correct word. The victim of blackmail can take his courage in his hands and go to the police. The victim of the Society's rapacity has no redress; either he pays whatever exorbitant fee the Council demands, or he loses his means of livelihood. Surely the time has come to revise the present pharmacy laws. The registration fee should be reduced to no more than is required for the maintenance of the register. £1 1s. a year should be more than adequate for this. Membership of the Society should be optional, and anybody who objected to the fee would be free to withdraw from the Society without automatically en-dangering his livelihood. One can prac-



" ... AND THIS IS OUR SPECIAL NEW LINE IN WEIGHT REDUCING NOSE -DROPS --- FOR BIG - HEADS

tise medicine without belonging to the B.M.A.; why not pharmacy without being obliged to be a member of the Society? If this were the case, the Society would find it necessary to make membership attractive. It is difficult to see any great attraction as things are. If this £9 fee is enforced, what are members going to get for their money? What, in fact, has the Society ever done for the benefit of its members?

ARTHUR G. WELLS, M.P.S.,

Canterbury, Kent

#### A Moses—Given Back-plates

SIR,—To reply to F. G. Robinson, who would be a Moses knowing that an army of Pharaohs was arrayed against him? I would be your Moses. I tried to be a Moses. However, the powers that be, acquiring some centuries of enlightened (?) civilisation and progress, regard me as a Barabbas. On the trek to the promised land I have to date, incurred as battle honours (1), a £50 fine; (2) a £25 fine; (3) a warning from the Statutory Committee (or should it be the pharmaceutical Sanhedrin? that further transgressions will cast me out into the wilderness. It is true the Statutory Committee was not involved in the £50 fine. That was the "Judas kiss" of three of my fellow pharmacists who constituted part of a judge and jury of six. And these heinous crimes? Pure technical breaches of the law, not attempts at deliberate fraud, not attempts at a deliberate easy penny, not attempts at deliberate flaunting of authority, but a genuine belief that humanity mattered more than a slavish adherence to the letter of the law—the law which, in this instance, was working greatly to the detriment of a small group of my fellow beings. The fact that this technical breach was costing me time and money mattered not one iota. I would still try and be a pharmaceutical Moses, but furnish me, please, with "back-plates," not chest armour, for I fear the tribe behind me would still try the dagger in the back. V. C. GOATLEY,

Church Stretton, Salop

#### Picking on the Small Man?

SIR,—Let me say at the start that I think that anybody, pharmacist or otherwise, who takes part in a gift stamp scheme wants his head examining. Having said that, may I say that the statement from the Society's Council, which has been commented upon in your own pages, raises the point what power the Council really has. Members of the Society who engage in gift stamp schemes are threatened with "consequences." To quote E. C. Tenner (C. & D., August 17, p. 154) "the consequences so threatened can only be appearance before the Statutory Committee, with the possibility of being struck off the register." To strike one off the register is the only sanction that the Council has. It is interesting to speculate on what might happen if a pharmacist was struck off for taking part

in a gift-stamp scheme. It could not be held that he was struck off for a breach of the law, since those schemes are per-fectly legal. There is also a strong body of opinion that they are a good thing. Any member struck off, for any reason. has a right of appeal. Even if the striking-off proceedings were held in camera, the appeal would not be—the appellant's counsel would undoubtedly see to that! It is not difficult to imagine the way certain newspapers would handle the matter. The Society is unable to stop Boots, Ltd., from selling "three for the price of two." It can do nothing except "deplore" the Rexall "penny sale." It is powerless to stop the Co-ops from paying "divi" on the sales of medicines. It eannot even stop pharmacists selling tubes of tooth-paste with "free gifts" attached. It is obvious that, if a member were struck off for doing what, after all, is a perfectly legal thing, the resultant publicity would have only one result—it would make the Council look stupid, and that would ultimately reflect on the whole profession of pharmacy. Before the Council starts to threaten members with "consequences," it should be sure that it can enforce them. Then it should tell us all clearly what these "consequences" would be, and what powers of enforcement it has. Above all, the Council should decide whether it is prepared to face the other set of "consequences "-those brought upon its own collective head by its own action. Until and unless this is done, there must be a considerable doubt whether or not the "statement" is nothing more than a big piece of bluff on the Council's part! Let us consider the matter further. The pharmacist who takes part in a gift-stamp scheme cannot be keen on purely ethical pharmacy, so that being struck off might make little practical difference to him. He would, of course, no longer be able to take part in the National Health Service; so that he would lose no more money on that. The public (especially his stamp-collecting customers) would see his position not as "disgrace" but as "victimisation." Without the fear of offending the Council, he could carry on his business as a drug store in any way he chose. He might even come to bless the day that he was struck off! On what official grounds would one be struck off for taking part in a gift stamp scheme?

#### What Might Happen

Would it be "non-profesisonal conduct?" That would overlook the fact that pharmacy (retail pharmacy, at any rate) is more trade than profession. If pharmacy were a pure profession, its members would not engage in trade, and the idea of gift stamps, or a ban on their use, would not arise. But for pharmacy to become a pure profession, it would need to be separated completely from trade. That would mean, among other things, the abolition of the multiple firms, of all sizes, and the removal of pharmacy departments from large stores; and it is difficult to see the Society with sufficient powers to accomplish that, even if it were desirable. If pharmacy is mainly a matter of trade (and it is, whether we like it or not). it is equally difficult to see how

the Council has any powers to interfere with any legitimate trading practice. Indeed, one result of the Council's striking off a member for taking part in a gift-stamp scheme could well be that the Council itself might be before the Courts, charged with taking action in restraint of trade!

JOSEPH SOAP

#### Red Light

SIR,—In common with Mr. Wragg (C. & D., July 27, p. 91) I feel that there is a tremendous variety of grumbles addressed to your correspondence column each week. The reason for most complaints seems to be a lack of respect for pharmacists. Why is this? Surely the chief reason is that pharmacists in general have not a great deal of respect for themselves and, led by the multiples, prostitute their profession by the sale of china ornaments, alarm clocks or step ladders, etc. It is true to say that any product can always be produced cheaper by some one, and I am not surprised that suppliers of drugs to dispensing doctors could also supply me with cheap antibiotics, steroids, etc. What does surprise me is that any pharmacist is prepared to purchase these cut-price drugs to the detriment of the pharmaceutical industry's expensive research programmes. Whether the purchase of such drugs is legal or not should, to a pharmacist with any self-respect, have no bearing on the case. However, we have now reached the point where a drug firm has in-formed us that it will no longer supply vaccines, sera, carbon tetrachloride, etc., to the chemist! This ludicrous situation is excused by Mr. Kinnear's statement that those drugs will be supplied against veterinary prescriptions. I would be interested to learn of any pharmacist who receives veterinary prescriptions for animal vaccines. Why cannot Mr. Kinnear be honest enough to admit that he wishes to pander to the unethical practice of most veterinary surgeons in setting up their own chemists' shops in defiance of the recommendation of the British Veterinary Association? Let us hope that all self-respecting pharmacists react to this red light before other drug firms follow suit and leave us with only trinkets and hardware to sell.

H. JOBSON, Longtown, Cumberland

#### PRESCRIPTION POSER

A PHARMACIST in a Kentish town was called upon to dispense the following:—

ns Semiler.

1 D we

ns Plantint

1 2 2 1

The first item was not too difficult. The second . . . what do you make of it?

#### PHOTOGRAPHIC NOTES

Distributors Appointed.—BRADLEY & BLISS, LTD., Reading and branches, have now been appointed wholesale distributors for Agfa, Ltd., and are holding a comprehensive range of the company's films, cameras and equipment at all branches.—Lofthouse & Saltmer, Ltd., Leonard Street, Hull (a subsidiary of Evans Medical, Ltd.), have been appointed distributors in their territory for the products of Agfa, Ltd.

Camera and Projector Offer. — Following the success of the Kodak movie outfit offers, Kodak, Ltd., Kingsway, London, W.C.2, are introducing a similar still camera outfit. It comprises the Kodak auto Colorsnap 35 camera, a leather ever-ready case; the Kodaslide 40 slide projector (and dust cover), together with a cassette of twenty-exposure, 35-mm. Kodachrome II film. The outfit will be available at an allin cost of £29 8s., and photo dealers will be credited with £5 for each outfit sold.

Extra Fine Grain Developer.—
Johnsons of Hendon, Ltd., 335 Hendon Way, N.W.4, are the manufacturers of Solufin extra fine grain developer that enables the production of enlargements up to 20 x 24 in. from 35-mm. negatives. The product is also claimed to give excellent graduation and freedom from chemical fog. The 250-c.c. bottle of concentrate makes 600 c.c. of developer that will keep for 2-3 months. Full instructions are included, together with developing times and temperature tables. There are two sizes available: 250 c.c. and 2¼ litres (80 oz.).

A Photographic Film for Professionals.—Kodak, Ltd., Kingsway, London, W.C.2, announce the addition of a new film, "Plus-X pan professional" to their black-and-white range. Designed for the professional photographer "who wants versatility plus," the new film is claimed to combine fine definition and freedom from grain with ample working speed (ASA 125) and latitude, providing improved picture sharpness even at high degrees of enlargement. Latent image frame numbers and letters aid the identification of negatives. The film, in 120 size, is supplied in ten-roll pack, dividing into two fives for carrying in the pocket.

Slide Projector Trial "Season."—Neville Brown & Co., Ltd., 93 New Cavendish Street, London, W.I., announce a special "Aldis season" to enable photographers to see and try the latest Aldis colour-slide projector. Timed to begin on August 30, the "season" ends on October 31. During the period there will be a "Win a 1964 Holiday" competition (first prize a holiday for two in Rome or £150; second, a holiday for two in Paris or £50; and third, £25 in cash); also 500 consolation prizes of accessories, including slide viewers, developing tanks, slide boxes, tripods, flash guns, etc. The contest closes on November 8. Entrants must have bought an Aldis projector and obtained a competition form from their dealer. They send the form, with the guarantee card belonging to the projector, to Messrs. Neville Brown.



#### EXCITING NEW

SNAPSHOT COMPETIT

#### £1,100 MUST BE WON BY MEMBERS OF THE PUBLIC...THERE'S A £25 CASH PRIZE FOR YOU IF YOU SUPPLY BEMAX TO A FIRST PRIZE WINNER

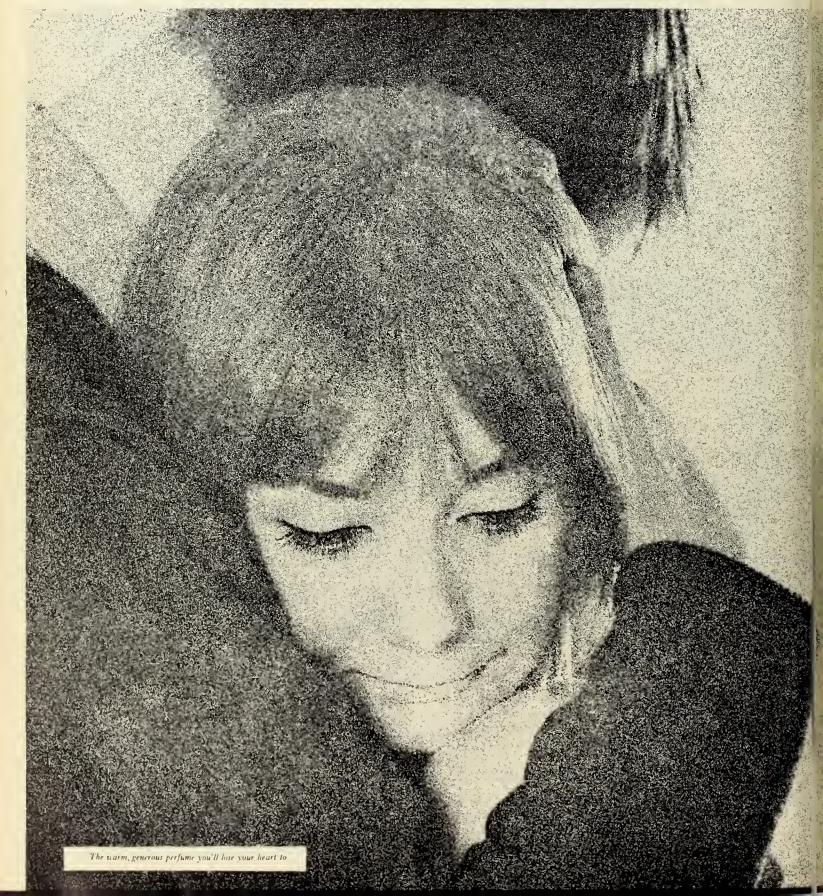
Put the competition showcard on your counter and link up with the national advertising...this promotion is going to mean enormous extra sales of Bemax...thousands of people who fancy their chances with a camera will be asking you for Bemax...from July through to October...so don't disappoint these new customers. Remember! A snapshot competition always gives a boost to sales of photographic supplies...and to the developing and printing side of your business... stock up and display...and be ready for this bumper competition business.

If by any chance you haven't received your competition wallet, write to us at Vitamins Ltd, Upper Mall, London W6

## together together







#### WHY EVERY TEENAGE GIRL WILL BE AFTER YOU

Next month an impressive campaign begins for

hew, young perfume from Fields

Take another look at the Daily Mirror vertisement (opposite page)—that's only one citing example of the support this new perfume is tting. Look out for others in Woman's Mirror, otoplay, plus full-colour pages in Vogue and Honey.

#### 'Together' on Luxembourg

ar teenage attraction, our own Luxembourg series.

#### 'Together' displays





'Together' perfume (retails at 7/-)

'Together' cologne (retails at 8/6)

'Together' satin talc (retails at 4/9)

#### Bonus for you

Your launch parcel:

 $1\frac{1}{2}$  doz. perfume

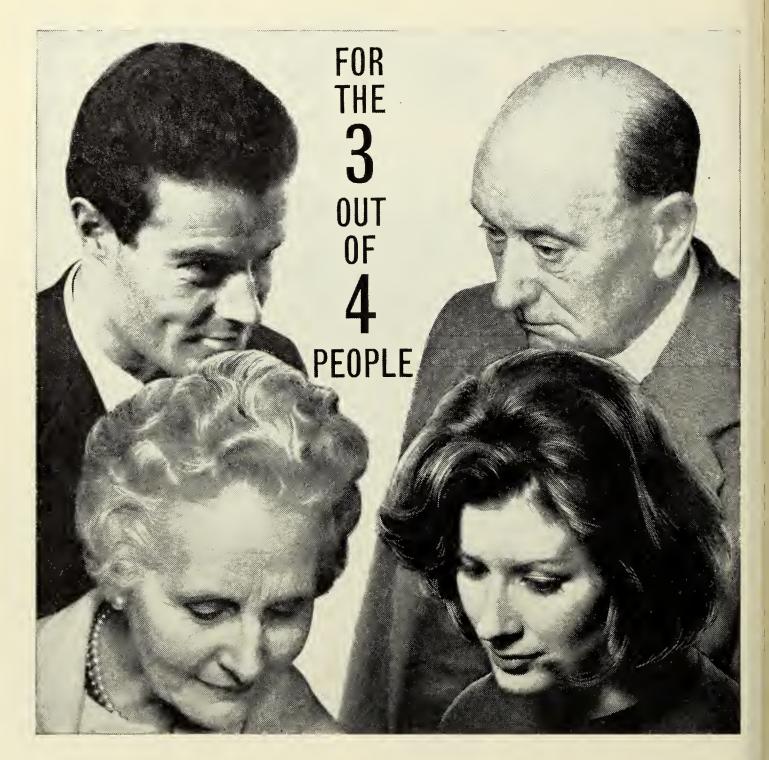
Trade price 24/- per  $\frac{1}{2}$  doz.

 $1\frac{1}{2}$  doz. talc

Trade price 16/4 per  $\frac{1}{2}$  doz. Trade price 19/5 per  $\frac{1}{3}$  doz.

<sup>2</sup>/<sub>3</sub> doz. cologne Normal trade price \$7.19.10. Special launch price £7.8.3. plus purchase tax 25%. Giving you 1 perfume, 1 talc, and 1 cologne free — 20/3 extra profit. Plus the usual display discounts-5% on £7.10.0. order, 10% on £15 order.

Special launch offer available until September 27



#### who have seborrhoeic dermatitis of the scalp

For the scalp-scratchers, shoulder-brushers and comb-clutterers, there's welcome relief with selsun Suspension. In clinical studies selsun effectively controlled 92 to 95 per cent of common dandruff. It keeps the sealp free of scales for one to four weeks—relieves itching and burning after only two or three applications. Selsun is remarkably simple to apply and rinse out while washing the hair. It takes little time. No complicated procedures or messy ointments. In 1, 2 and 4 fluid ounce bottles with full directions for use on special label supplied on each bottle.



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#### A Week of Achievement and Promise

PHARMACEUTICAL interests are focused upon London during the coming week, when a record number of pharmacists and their friends, including a hundred or so from overseas, are attending the centenary meeting of the British Pharmaceutical Conference.

On another page evidence is shown of the enthusiasm of but one of many groups of pharmacists that have been hard at work to ensure that the arrangements are above criticism and that the time-table is achieved in spite of the traffic problems specially troublesome in the capital city.

The science papers, thirty-five in number, reflect the broad spectrum of pharmaceutical involvement today. The topics range from pharmaceutics, pharmacology and pharmacognosy to bacteriology and to assay procedures using spectrophotometric and chromatographic Many of the papers emanate from the centres at which pharmacy is taught, and members of the Pharmaceutical Society may gain special satisfaction from the fact that one paper is from the Society's Department of Pharmaceutical Sciences and is under the eminently practical title "Sterilisation of Colchicine Injection." Another, concerned with a species of Datura, originates from the Society's Museum and a series of four papers reflect collaboration between workers in Chelsea and Kumasi, whilst other workers report investigations that have been carried out in places so far apart as Nigeria and Florida.

Having reached its centenary year, the Conference can be rightly claimed to have attained a position of eminence among scientific institutions, and the social aspects of the gathering gain accordingly in stature. The presence of the Minister of Health at the opening ceremony, and reception at the Guildhall of the City of London, are in themselves some recognition of the

value of pharmacy to the community.

Yet another aspect of the importance of the Conference is the increasing number of what might be termed "satellite" functions that have been arranged on the periphery of the organised activities, each endeavouring to cater for special interests of, and attract, groups of members present in London in Conference

The 1963 Centenary Conference meeting bids fair to achieve in generous measure the aims of "promoting friendly reunion" and providing "facilities for the cultivation of pharmaceutical science" of its current constitution. A new constitution, due to take effect after the 1963 meeting, gives the Conference an orientation more closely linked to the Pharmaceutical Society and its Royal Charters.

#### A Threat of Cut Prices in Australia

UNTIL recently Australian pharmacists have remained relatively free of those governmental attacks on uniform retail prices (regarded as obstacles to free competition) that have given such anxiety to their opposite numbers, first in the United States and later in Britain. There are signs that equally or more oppressive legislation may soon be introduced in the Commonwealth Federal Parliament that may make the American and British restrictions seem relatively mild.

The Commonwealth's Attorney-General (Sir Garfield Barwick) has issued lists of trade practices that may come within the scope of the proposed legislation, subject however in defined instances to confirmation by

an appeal tribunal.

Included among them are a number of practices concerned with price fixing by manufacturers, wholesalers or retailers, and the "observance by all sellers of a product of the resale price fixed by the manufacturer of the product." Another "listed" practice is the supply by a manufacturer of a product on the condition that the retailer or purchaser takes all his requirements of the product from the manufacturer, or on the condition that the purchaser takes a minimum quantity of the product from the manufacturer. Exclusive trading agreements and agreements between manufacturers that involve the refusal to supply, or to supply only at a reduced discount, any reseller who cuts the manufacturers' fixed retail selling prices, are also likely to come within the proposed legislation.

It is understood that Australian pharmacists, through Federated Pharmaceutical Service Guild of Australia, are bracing themselves to meet the challenge. A three-man delegation under Mr. Eric Scott, O.B.E., who is well known to many British pharmacists from his occasional visits to Britain, has been spending a concentrated fortnight in the United States, visiting among other places San Francisco, Chicago, Detroit, New York and Washington, and meeting pharmacists, trade associations, civil servants and politicians to study current trends, and has noted with particular interest that apparently favourable progress in Congress of the current Quality Stabilisation Bill, designed to safeguard resale price maintenance. Since then the delegation has spent a shorter period in Britain seeking and obtaining similar relevant data. In this country they find that cut-price competition from non-pharmaceutical traders has by no means had, up to the present, the drastic effect on pharmacists' turnover that was feared, though they note a certain degree of pessimism among pharmacists generally.

It is unlikely that, on their return to Australia, they will recommend a frontal attack on any Bill the Government may put forward on the lines proposed. Rather will they endeavour to have safeguards incorporated in the legislation that will eliminate the worst excesses of unrestricted price warfare. We wish them well in their endeavours, believing that their problems and those of British pharmacists are remarkably similar in kind and intensity, and not greatly different from those of their American confrères.

#### HOSPITAL PHARMACY FORUM

#### CAUSES AND EFFECTS

By a Hospital Pharmacist

ITH a flourish of publicity, and the attendance of Royalty, the Minister has proclaimed and opened a new hospital—a hospital built for the current needs of the public and for their exclusive use and treatment. All very fine, but what of the staffs that are to provide the services in this grand new building? No shortage of administrative staff—a salary structure very nice, thank No real shortage of other staff, even those downtrodden Cinderellas—the nurses—now have a better deal. But what of pharmaceutical staff—the essential link between doctor, patient and nurse? A real shortage of experienced staff, and one that is not to be alleviated until and unless the hospital pharmacist is accepted as a professional man in his own right, with favour from no one, and a real say in the running of the hospital. Chief Pharmacists cannot play their full part in hospital planning and development, or even properly undertake the tasks of their office, if continually they have to give a hand in the thousand-andone jobs that have to be done in a department. A Chief cannot be Chief, Deputy, Senior, pharmacist and dog's body all in one. Departments must have their full quota of staff to function properly, otherwise the service provided—which is a vital factor in the economics of the service—must be curtailed. If there has to be curtailment, the department might just as well close and all work put out to contract, and it should be clear to all how much extra money that would cost the Exchequer. Evidence is accumulating, and by March 31, 1964, when costings are finalised and submitted, the Ministry should be well aware that contracting out pharmaceutical work means spending much more money. If but a half of that money were given in reasonable salaries to hospital pharmacists, the other half, and probably more, would be saved. Now that the cost of EC10(HP) prescriptions is to be debited against Committees' expenditure, the true cost will become readily available, and no doubt that Minister will take note! If not, management committees ought to tell him. In every quarter-medical, nursing and lay—the pharmacist is told how magnificent is his effort in providing the service at a very reasonable cost, but never does that effort seem to earn reward. Justice, honour, integrity may be their own reward, but most hospital pharmacists would like to see tangible evidence of appreciation. In this day and age of business, of "Jack being all right," the hospital pharmacist is not all right.

#### Odd Voices But No Chorus

Every hospital pharmacist will have read the announcement concerning the latest attempt by the Staff Side Committee C to raise the current rewards of pharmacists. Day after day, claim after claim, the uselessness of Whitleyism in the Service is further shown. It would appear that the Management Side is merely a tool of the ruling body. If not, why no explosions from those representatives of management who, in other quarters, testify to the undervaluation of the pharmacists' services, and who say that, if they had anything to do with the question, the just claims would be met? How many management committees have raised their voices, bombarded the Ministry, tried with every means in their power, to impress upon the Ministry that the pharmaceutical service is suffering, and maybe is in peril, because of the undervaluation of the pharmacist? How many? This seems to be another case of Jack is all right. The administrative hierarchy is well provided for. It might not be to advantage to try to uplift any others! It is known that some managements have seen the light, and are exploring the ways of making their voices heard. If those voices could become a torrent, perhaps some progress could be made towards the objective.

#### Degrees of Heat

At some time every hospital pharmacist becomes involved with engineering staffs. Pipes need altering, valves need adjusting. How easy and simple life would be if everyone talked the same language. Engineering-wise, degrees of temperature are still implacably Fahrenheit, and failure to be fully aware of that fact may cause a great deal of trouble. Asking for a steam regulator, or an oven, to operate at any temperature that has not been converted, for the engineer's benefit, to Fahrenheit, can be a hazardous business and, of course, in terms of error,  $\pm$  20 per cent. is the usual engineering limit! In this scientific day and age it is time the country moved quickly to the use of a system of standards that everyone understands. To take ten or twenty years to standardise systems is simply to continue the chaos and confusion. No one is going to change anything unless he must—and a common system of standards is a "must."

#### Poignant Support for a "Note of Dissent"

Another manufacturing firm has withdrawn a product from the market (a patient died). Evidence appears to be accumulating that new products should be screened by an independent body before release on to the market. The minority report of Sir Hugh Linstead and Mr. Grosset, of the Committee of Inquiry into those matters, looks like being substantiated in most unwelcome ways. It is to be hoped that the Ministers concerned will think again on this problem, and seek ways and means of legislating for the full protection of society. Pharmacists are closely concerned in this matter. One of the biggest headaches in hospital practice is to attempt to sort the wheat from the chaff in an endeavour to ensure that only new drugs that have concrete therapeutic advantages reach the clinical departments. What a help an independent assessment committee, on a statutory basis, would be in this task.

### CHIPPINGS AND DROPLETS WONDERS OF COMPOUND INTEREST

From the C. & D., January 15, 1875

THE notions of this nineteenth century become more marvellous as we approach its final quarter, and it is dangerous to assert the impracticability of any scheme with such evidence as contemporary history presents. Channel tunnels and ocean penny telegrams are reasonable anticipations; but it may fairly be hoped that the circle will be squared, perpetual motion devised, and parallel lines made to meet, if the General Expenditure Assurance Company, Limited, successfully establishes the professed purpose of its formation, which is that of "assuring the return of all money expended from day to day." To eat our cake and have it too was the desire of our childhood, and though years of cruel disappointment have almost crushed out of recognition that innocent hope, we feel it revive within us in all its ancient vigour as we clutch the prospectus which promises to reveal to us, as Dr. Lynn would say, "how it's done." And the method, says the prospectus, "is very simple"; a remark with which we perfectly agree. It is to be worked thus: The company will agree with certain tradesmen of all sections, and these will give to every eustomer coupons for exactly the amount expended. For each five pounds' worth of these coupons the company will give the customer an assurance bond for that amount, "undertaking to pay its value at one of the half-yearly ballots," "to you or your descendants."

GETTING WITH IT: "We should resolve to stop anæsthetising ourselves with lip-service to East-West trade and start instead to pursue it with bull-dog tenacity."—LORD BOYD-ORR.

#### FIGURES IN THE PHARMACEUTICAL WORLD

THAT the chairman's address at the centenary meeting of the British Pharmaceutical Conference should take the form of a review of its history would be appropriate whoever was the occupant of the chair. The distinguished service which Mr. H. G. Rolfe has given the Conference over a period of twenty years and in various capacities gives him a special authority to present

the survey.

Distinction has marked Mr. Rolfe's pharmaceutical career from its beginnings. After a secondary education at Northampton Grammar School he was apprenticed (1927-29) with Philadelphus Jeyes & Co., Ltd., The Drapery, Northampton, of which company, now proprietors of ten pharmacies in and around Northamptonshire and Bedfordshire, his father was managing director. After his apprenticeship he went on to study at the Pharmaceutical Society's School at Bloomsbury Square, 1929-31. In his first year at the School he became Hewlett Memorial exhibitioner, and in the second, at the end of which he qualified as a Pharmaceutical Chemist (the present F.P.S.), he became Pereira medallist and gained School silver medals in pharmaceutics, pharmacognosy and chemistry. For four years after qualifying he stayed on at the School as demonstrator in pharmaceutical chemistry, and in the fourth year graduated B.Sc., with first-class honours in chemistry, from Birkbeck College, University of London.

Those who assert that university graduates in pharmacy will never take kindly to the general practice of pharmacy wind the second at the second and the second as the second and the fourth year graduated B.Sc., with first-class honours in chemistry, from Birkbeck College, University of London.

graduates in pharmacy will never take kindly to the general practice of pharmacy should note that, after gaining academic distinctions more than comparable, it may be asserted, with the degree that has now, become the normal route to a qualification, and after himself gaining a degree in chemistry, Rolfe returned to "the retail" and to

Philadelphus Jeyes.

If he had remained with the company he could well, to judge by the advancement he has gained subsequently in the pharmaceutical industry, be now in the position then occupied by his father. Instead, he went "on the road" for a time as a medical representative. Whether such employment would have given him lasting satisfaction as a career is a matter for speculation, but in 1937, shortly after he was elected an Associate of the Institute of Chemistry, an opportunity occurred for him to join the technical information department of The British Drug Houses, Ltd., and from that date his record of promotion has been outstanding. Within a decade he was appointed a director, and for several years has been in charge of the company's manufacturing division. In 1950 he led the British pharmaceutical industry's Productivity Team that visited the United States to study and compare methods in use in that country. As chairman also of the committee of the Association of British Pharmaceutical Industry which considered the Productivity Team's report he put through the recommendation in 1952 that British pharmaceutical manufacturers should sell liquids by volume



MR. H. G. ROLFE

and supply bulk pharmaceuticals in metric weights and measures. He is today a member of the Council of the Association of the British Chemical Manufacturers and chairman of its Marking Containers Committee.

In the meantime his academic qualifications were being utilised in various ways by the Pharmaceutical Society. From 1949 to 1958 he was an examiner in pharmaceutics to the Society. He is a member of the Revision Committee of the British Pharmaceutical Codex. of its pharmacy subcommittee, and of the Joint Formulary Committee.

Mr. Rolfe's association with the Conference began in the early years of the 1939-45 war. In his technical information work with the B.D.H. he

was working closely with Mr. R. R. Bennett, a director of the company until his retirement in 1948 and a former chairman of the Conference. That may have helped in bringing his special capabilities to the notice of the Conference Executive. At all events when the Conference needed a second general secretary he was appointed to the post, and remained one of the general secretaries till 1958, rising to the senior position at the Oxford meeting in 1954. In accordance with well established precedents he was elected Conference treasurer on vacating the secretaryship, and was elevated to highest office in 1962. He has played an important part in Conference policy during his membership of the Executive,

in particular with the decision to include within the Conference programme professional sessions open to all members of the Conference, instead of the former meeting of Branch Representatives of the Pharmaceutical Society closed to some.

With an attendance in London at the

current Conference so large that the lists were closed weeks before the start of Conference week, and with the high number of thirty-five science papers accepted for presentation, Mr. Rolfe's intimate knowledge of Conference organisation is bound to prove uniquely valuable. His address is an

important contribution towards ensuring, among other things, that those younger members of the Conference who will be recruited to the Executive in the future have the right background knowledge of how the Conference has developed, expanded and adapted itself to become what it is today.

#### CONTRACTS OF EMPLOYMENT

#### The New Act Explained

L. J. SAPPER, LL.B

THE Contracts of Employment Act, 1963, affects nearly every employer and employee in the country. The Minister of Labour, after consulting various industrial interests, will shortly name a date on which the provisions of the Act shall begin to operate.

The new Act has two main purposes: 1, to lay down minimum periods of notice which have to be given by an employer or an employee to terminate employment; and 2, to provide that certain conditions of employment are given in writing to an employee. The rules cover everybody except those who work in the docks, the fishing industry or the merchant service; but the Act does not apply where the employer is father, son, mother or daughter of the employee.

#### Period of Notice

After a person has been employed continuously over a period of twenty-six weeks, the period of notice to which he is entitled will vary according to length of service: up to two years' continuous service, not less than one week's notice; between two and five years' continuous service, not less than two weeks' notice; over five years' service, not less than four weeks' notice. An employee who has held a job for more than twenty-six weeks continuously must give the employer at least one week's notice.

Those minimum periods of notice do not apply where an employer is entitled to dismiss without notice (for example, for wilful misconduct or dishonesty). That right is not affected by the Act.

It should be noted that, for the provisions to apply, employment must be "continuous." If there is a break in employment, continuity is broken. However, if an employee is absent from work through sickness, or is "laid off" for a period because of lack of work, the interruptions are disregarded, and the employment is still held to have been continuous in terms of the Act.

The rules about the amount an employee is entitled to be paid during a period of notice are complex. The broad effects of the Act, however, provide for normal pay to be given. That applies even if, during the period of notice, an employee is sick or on holiday, or has no work to do. If there is no established rate of pay—owing to the employee's not having regular hours of employment—the amount to be paid will be the average weekly earnings calculated over the previous twelve weeks.

#### Written Terms of Service

Within thirteen weeks of a person's commencing employment, the employer must give him (or her) a statement in writing of the terms of service. For existing staff the same information has to be given within thirteen weeks of the date set by the Minister of Labour for the commencement of operation of the Act. The statement must provide: 1, Date of commencement of employment: 2, rate of pay: 3, how wages or salary will be paid (weekly, monthly, etc.); 4, hours of work; 5, holidays and holiday pay arrangements; 6, sick leave and sick pay arrangements; 7, details of pension scheme; and 8, length of notice which the employer must give and receive.

Even if any of the terms do not apply to a particular employee, the fact has to be stated. Any changes in con-

ditions of employment must be notified to the employee in writing within one month. Where there is already a written contract between the employer and employee containing at least those particulars, a further written statement in the form laid down by the Act need not be given. Any employer who fails to give the written information required under the Act will be liable to a fine of up to £20 for each offence. If the firm is a limited company, then the director or manager responsible can be fined.

#### Setting a Date

Once the Minister of Labour has announced a date for the operation of the Act, there will be an opportunity for employers' organisations, trade unions and individuals to seek advice on the practical application of the new rules. It should be remembered that, apart from the penalties provided for breaches of the Act, employers or employees may be able, in certain circumstances, to sue for damages in the courts.

#### NEW BOOKS.

#### Antibiotica Codex für Arzte und Apotheker

DR. MED. GOTTHOLD ERICH WERNER. Wissenschaftliche Verlagsgesellschaft m.b.H., Stuttgart, Germany. 9 x 6 in. Pp. viii + 268. DM50.

THE (German) text of the book, which, like Gehes Codex from the same publishers, is intended for both doctors and pharmacists, is in three sections. The first (fifteen pages and a table) outlines the sources, production and chemistry of the antibiotics, their microbiology, toxicology, pharmacology, indications, etc. The second (72 pp.) deals with the uses and dosages of each in an alphabetical arrangement, with detailed characteristics. The third presents, also alphabetically, information about preparations containing antibiotics. There are also a 4-page bibliography, an index of manufacturers, and a general index.

#### Quantum Biochemistry

BERNARD and ALBERTE PULLMAN. John Wiley & Sons, Ltd., Gordon House, Greencoat Place, London, S.W.1. 9¼ x 6 in. Pp. xvi + 867. 195s.

THE book presents the results of research carried out at a borderline of many sciences: quantum mechanics, chemistry, physics, biology, pharmacology, etc. Its aim is two-fold: first to show biochemists how quantum mechanics can yield answers to the problems of the structure and mode of action of the constituents of living matter; and secondly, to provide quantum chemists with an outline of those aspects of biochemistry in which their contributions may be useful. The book is divided into three sections. The first is reserved for a discussion of the molecular-orbital method of studying the electronic structure of biochemical substances. The second part considers the structures of fundamental biochemical molecules in more detail. The third section deals with electronic aspects of enzymic reactions. Two main findings yielded by the application of quantummechanical methods to biochemistry are the vital importance of molecular systems with mobile electrons in living phenomena and that all essential biochemical substances related to, or performing the fundamental functions of living matter, are constituted, wholly or in part, of conjugated systems. There are a 165-page appendix of results of molecular-orbital calculations for fundamental biochemical substances and two good indexes.

# ENTRY INTO PHARMACY, 1897

#### Reminiscences of Mr. R. Woolby Brooke

A WAY of life known only to older members of the Pharmaceutical Society required one to obtain a post with a man engaged in retail business and who was qualified as a chemist and druggist. That was the route by

which I entered pharmacy.

It happened that a local partnership was being dissolved, necessitating the sale of the business. By chance the wouldbe purchaser was introduced to my parents, and the conversation over or after a meal dwelt on the possibility of obtaining an apprentice. After a minimum of discussion it was decided that I might be a suitable candidate for the position, which implied a corresponding faith on the part of my parents in the unknown new proprietor. With what seemed later indecent haste I was denied the rest of a school summer holiday, and started on my career, as is permanently recorded in a document in my possession, which reads: "Indenture made the twenty-first day of August 1897.... The said Apprentice doth of his own free will [youthful precocity!], bind himself for a period of four years, during which period he will act in every way as a diligent apprentice and truthfully keep all his master's secrets. The said Employer agrees to properly instruct him, and to allow him every afternoon except Saturdays from 2 to 5.30 for study for the ensuing nine months and to pay him £15 during the last twelve months of his apprenticeship." A footnote states that "these Indentures were completed on August 21st, 1901, it is with great pleasure . . . his conduct, punctuality and attention to business has always given me every satis-

At the age of fourteen I obtained permission from Mr. Richard Bremridge (then secretary of the Pharmaceutical Society) to sit for the Society's Preliminary examination at Cambridge. There I was received by Mr. Arthur Deck of King's Parade, a benevolent and bewhiskered gentleman, who took me to a nearby Hall where I wrote strenuously in all the time at my disposal and earned my first taste of

success, albeit the youngest candidate.

Looking back I can state that my master's business had few secrets worth keeping, and instruction as such was at a bare minimum. I cannot recall the British Pharmacopæia ever being used in the shop and once, when delving into its pages, I was told there would be plenty of time later. The business had been founded in 1825 and was in an agricultural area. Business was brisk on market days, when there would be orders for winchesters of laudanum, lashings of blue vitriol, drenches, and horse balls of 5 or 6-drachm content. In an oil and colour warehouse were kegs of yellow ochre, brown umber and burnt sienna, which gave way eventually to hogsheads of Burgundy. O tempora, O mores! Those were the days when whisky for the Governor's nightcap cost 20s. per gall., ex Beaufoy!

One of the unpleasant duties for the apprentice was to destroy unwanted cats or dogs. Another (equally unpleasant for the patient) was the removal of unwanted teeth. That wretched business resulted in a single shilling being added to the day's takings, and served to illustrate the current cheapness of mind and outlook. At the end of that indifferent phase in pharmaceutical culture I was pressed to stay on for further experience, but declined as politely as I

was able.

#### Requests for Services

It now became necessary to contribute to the advertisement revenue of The Chemist and Druggist, offering my services as a junior or improver—a description that was most apt. There came three requests for my services from different parts of the country, and my decision took me across the Solent to the Isle of Wight, where I was adjudged to be worth £30 per annum, living in. Within twenty-four

hours I had been diagnosed as incompetent! However, if my first engagement was untutored, I was now in the hands of an expert. He had been "Square" trained, was a Herbarium prizeman, and had been earlier with Chapman & Pain, Ipswich, and Corbyn, Stacey & Co., Holborn, London. Both pharmacies turned out first-class practitioners in their day. The first, at another period of its existence, rejoiced in the name of Pain & Bayles, recalling a happy association with Howard Bayles, another Corbyn man, at one time on the editorial staff of this paper and later a frequent contributor to its pages. I recall that, at the time of his death, he was described as "Dean of English Historians of Pharmacy." Though it was the occasion of severe growing pains, the Isle of Wight post provided me with exceptional experience. Eminent physicians having boosted the Madeira-like air of the island, invalids were a considerable population, and doctors excelled in prescription writing. There was a considerable demand for pills, many being sent out gilded. Pil. galbanum co. and pil. rhei co. wcre made in 1,000 lots; the ingredients for them had to be reduced to powder in an iron mortar. To help control a very long pestle a ring was attached to the basement ceiling. My chief reflection now is that the remuneration for a first-class dispensing service was quite inadequate.

There was no regular weekly half-day, but on one occasion time off was offered on condition that I took the dog for a walk. Alas, I took him too far, and Sandy had to be carried home. Every Sunday duty lasted until 5 p.m., and one envied those people free to explore the Island by four-in-hand coach.

#### Left to One's Own Resources

Poison laws were of little import, and I was too often left in charge while the head went off, booted and spurred, to enjoy a day's fox hunting. On one such day I was temporarily baffled by a mixture prescription which called for "tinct. Ejusdem," but with the aid of a school-time friend (Abbot's "Via Latina") managed to dispense the mixture correctly. In off duty periods I explored the Island on a bicycle. At the end of nine months fate dealt a terrible blow and I was given a month's notice to quit. A fly had been found in a box of gilded pills—a variant of the unguent legend! Notwithstanding that blow, I treasure many happy memories of Vectis—of a visit to a race meeting at Ashey Down, of the charm of Winkle Street near Calbourne (so called because of periwinkle growing in a small stream), of seeing from a train going from Ryde to Newport the fireman descend from his cab to dig potatoes!

At the age of eighteen, however, I was abruptly thrown upon my own resources, and decided to obtain adventure in the Big Village. Chance led me to an indoor berth in an outer Western suburb, at a salary of £40 per annum. Hours were still long (from 8 a.m. to 8 p.m., to 9 p.m. on Friday and to 10 p.m. on Saturday, with a one-hour break each morning and a half-day each week from 3 o'clock).

An advertisement in the C. & D. Supplement offered tuition for the Minor examination at a place bearing the high-flown title of Imperial College of Pharmacy, but consisting of two rooms only; a laboratory and a lecture room. Its principal, Mr. Frederick Davis, B.Sc., was a knowledgable person with a speech impediment which did not, however, detract from his being a member of one of the city church choirs. Pupils numbered from twelve to fifteen, and one in particular is remembered—the first lady I had contacted in pharmacy, a Miss Kate Horniblow, who qualified in 1902 and subsequently owned a business in Llandudno (see C. & D., July 19, 1958, p. 63). I "fell" for Miss Horniblow, but the infatuation was short-lived, reciprocation not being evident. The "college," situate in Ludgate Circus, was

destroyed by Hitler long after it had ceased to instruct tyros in pharmacy, but on the opposite corner of the street was situated the King Lud, famed for its Welsh rarebit, and there the students found food and nectar—nourishment which I believe is still available. Arrival in London coincided with peace rejoicings ending the Boer war, and the growler I was in had difficulty in getting through the thronged streets.

The venture into surburbia proved to be a shot in the dark. The pharmaceutical practice was primitive. My chief—a bachelor—had a few bachelor friends, and on every afternoon I was left in charge while he would repair to the garden and "rev" the engine of a 2½-h.p. N.S.U. motorcycle engine for hours on end. The excitement occasioned by that newly found toy spread to me, culminating in the purchase of a 3¼-h.p. Rex machine for my benefit. Roaring along the roads out Osterley way I collided with a wall surrounding the Earl of Jersey's estate, and almost deprived the Society of a prospective member.

Knowledge modestly acquired by 1903 prompted a visit to the Apothecaries' Hall in Blackfriars, after which I became possessed of an elegant certificate, No. 454. One of the examiners was Humphrey Rolleston, M.D., F.R.C.P. After eighteen months' association with an eccentric executive, making merry with motors, manufacturing phonograph records in wax cylinders, and large batches of ointments for a doctor who "did his own dispensing," I determined to move on to fresh pastures. Still under twenty years of age, I accepted a post in Bond Street, where allopathy was blended with homœopathy. The preparation of fresh plant tinctures and tablets was my chief occupation. Supplies of fresh plants in season came from all parts of the country. The managing director, whose hours were from 11 a.m. to 3.30 p.m., always appeared in top hat and frock coat. He came to see me where I was in the basement, cleaning and cutting up large quantities of byronia root and was gracious enough to apologise that, in a new suit of clothes, I should have been given so cold and dirty a job in an old coal cellar that ran under the street above. My grasp of the subjects of botany and materia medica was helped by the unique experience gained at the pharmacy, and one exceptional interest was provided by the making of a batch of tinct. apis mellifica, the bees arriving live. They were chloroformed and the posterior of each removed for subsequent maceration in spirit. About that time the C. & D. supplied students with mixed salts for analysis, and I was a regular participant in the excreises. By now my choice of "Festina lente" for nom de plume will be well understood.

#### **Bond Street Memories**

One is able to recall pleasant memories of Bond Street, the eminent people and leading physicians who made use of our services. A Dr. Joseph Kidd, who fathered distinguished sons in medicine and surgery, practised in Hanover Square, the centre of fashionable life, and also in Finsbury Square in the City. His patients comprised many members of the Upper House. Another physician with a large practice would arrive by hansom with a batch of prescriptions and a final instruction "Pay the cabby, please." What he saved on one horse was lost on several, later in the day. A noteworthy supporter of the business was Mr. T. J. Barrett of Pears' soap fame. He resided at Hampstead and, with his wife-she wearing a Gainsborough hat—would drive from home in a carriage and pair with coachman and footman, a perfect ensemble. A plagiarism may be pardoned. Sixty years ago I used that soap, since when I've used no other!

Those leisurely Edwardian days in Bond Street found me living in for the last time. The premises provided little comfort. The bedroom had a little skylight but no window, and bathrooms had not been thought necessary. With the aid of a 3-ft. shallow bath and an empty lard bucket filled with water and a sponge, a sluicy effect was obtained. During my stay with the firm a 99-year lease was expiring, and a move to other premises followed. A threatened jump in ground rent from £100 to £1,000 had a purgative effect. The new premises were but a hundred yards away, but moving

a pharmacy gave scope to an innate organising capacity, and a further entry was made in the ledger of experience. As a result of the move the staff were called upon to seek lodgings elsewhere, and so ended my association with so-called "indoor" life, and a farewell to, among other things, a frying pan that was kept sterile only by its daily use by three assistants taking weekly turns in the commissariat, ante jentaculam.

In the West End at that time numbers of young shop assistants lived in and the many large drapery establishments expected their staffs to get evening meals where they could, an expense they might not easily afford. But in Dering Street, off Bond Street, a Mrs. Brown, helped by a large family of daughters, saved the lives of many by providing, for fourpence a time, a large portion of porridge in winter, and lashings of stewed fruit and milk puddings for the same price in summer. If the London County Council have any plaques to spare one should be assigned to Mrs. Brown's domicile in Dering Street.

#### Classes Three Afternoons a Week

In order that I might continue studies it was arranged that, on three afternoons a week, I should be granted leave to attend classes in the City. The omnibus journey between Oxford and Holborn Circuses cost one penny, and the exercise was made pleasant by conversation with the man who held the reins. As a preliminary canter in the Minor examination handicap I sat at the City of London College, gaining certificates in organic and inorganic chemistry.

Becoming bolder I submitted myself at Galen Place as soon as I had reached the age of twenty-one, surviving the first day without difficulty, but running into heavy weather in my last subject on the second day, when the late Edmund White deemed my knowledge of microscopy inadequate. A little more Lowson (a textbook popular at that period) was indicated. I worked hard enough, as I thought, to become a member of the Linnæan Society, and in six months deposited my person at the back door of Bloomsbury Square for a second "first-day" test. Sad to state, that brilliant chemist Professor Palmer Wynne had ideas other than mine as to the amount of chemical knowledge a student of pharmacy should have, and in his view mine was a minus quantity, and my fate was of the sort nowadays apt to be shared by "top seeds" in tennis.

The head of the company I had been working with was as disappointed as I, and, with a view to my becoming a principal, suggested a period of full-time study at a college. With the aid of borrowed money, I enrolled myself as a student at the Metropolitan College of Pharmacy, Kennington, which had then been recently taken over by Mr. C. Edward Sage. He, with Mr. D. J. Williams (later of the Bath and West of England, and subsequently of Bristol), succeeded in putting a polish on this rough diamond. The result was that, on January 3, 1907, I was permitted to leave "the Square" by the front door, having first shaken hands with the president, Mr. (later Sir) Richard A. Robinson. Before that Mr. Sage had seen fit to award me, on leaving the "Met," bronze medals for pharmacy and botany and materia medica, as well as certificates in all other subjects. A friend whom I met to celebrate success thought I was looking rather miserable. Perhaps my horizon was obscured by the thought of a loan to be paid off, but I had also been informed that my chance of a directorship with the old firm had passed, the managing director having died that day.

After a short spell as locum with the late Mr. W. McEwen at Craven Road, Paddington, I met a representative of the wholesalers Barron, Harvey & Co., who advised me to seek the help of his seniors at Giltspur Street. That was one of the luckiest happenings of my life. I was interviewed by a charming team of directors including Colonel Ralph Harvey his cousin Roger Harvey, and Mr. Lamond Howie, all in frock-coated elegance. It was pleasing to overhear a telephone conversation between the Colonel and Mr. D. L Lewis of Ealing: "We've got the very man you want." Mr. Lewis was another old Corbyn, Stacey man—contem

porary with Frank Rogers of Oxford Street—and Corbyn old boys maintained a high standard everywhere. Pharmacy was practised according to a professional pattern, and "patent" medicines were not stocked. Medical men at that time had a good knowledge of prescription writing, but were not tablet minded, and if perchance a proprietary appeared on the horizon no doctor would consider it unless and until Mr. Lewis had damned it with faint praise. Holding a senior position on his staff presented initial difficulties, since I was

the most junior of them all in years. My reward was a princely salary of 50s. weekly, but the experience gained was most valuable, and sitting at the feet of such a fountain of knowledge brought great benefits, not to be obtained from books.

At the end of two-and-a-half years, being then twentyfour years old, and with Mr. Lewis's goodwill, plans were made for me to open my own pharmacy. That is another story.

#### SHOPFITTING AND DISPLAY

House Plants.—Model house plants and flowering shrubs are becoming increasingly popular for shop and show-room decoration. Greenfingers, Ltd., 1 High Parade, London, S.W.16, offer a series of set-piece designs true to form and colour, tough and washable. Also available are single plants. The range includes African violet, croton, coleus, etc.

Self-adhesive Lettering.—Self-adhesive plastic letters in six colours and in gold and silver are manufactured by Instant Plastic Signwriting, Ltd., 101 Bramley Road, London, W.10. The letters, which are available in sizes ranging from 1 to 30 in., are easily applied by removing the siliconised backing paper and fixing to any smooth, clean surface. The letters come in a variety of type faces or can be specially made to order.

Flowers for the Cosmetics Corner.—Under a scheme operated by Duma Florentals, Ltd., 752 Finchley Road, London, N.W.2, artist designed floral set pieces, "craftsman-made in Italy," are changed at approximately three-weekly intervals to ensure constant topicality and peak condition of contents. Subscribers contract for a period of not less than twelve months, and motor vans linking a nation-wide chain of depôts ensures that country-based customers get the same speedy change-over service.

Shopfitting Sections.—Add-to Shopfitting (Unisec), Ltd. (an associated company of Myers of Old Street), 141 Old Street, London, E.C.1, offer "a shopfitting system so simple that it can

Tek Tek Tek Tek Tek Tek Tek Toothbrush

IN WIRE AND PLASTIC: Designed and made by Displaywork, Ltd., 12 Henrictta Street, London, W.C.2, for Johnson & Johnson (Gt. Britain), Ltd., Slough, Bucks, the self-server illustrated displays forty-eight Tek tooth-brushes. It has two screened plastic plates.

be installed without the use of skilled labour." The basic "Add-to" carrier is claimed to make possible over a million combinations of display units. The system is one of instantly interchangeable units fitting into a single carrier. Inquiries are invited by the company.

Security Glass.—A new type of security glass, known as Triplex "bandit" glass, that resists penetration, even after a number of powerful blows with a hammer, is now available for the glazing and protection of window displays of spirits, perfumes and cameras. By arrangement with the manufacturers of the glass, E. Pollard & Co., Ltd., St. John Street, London, E.C.1, undertake to fix and supply the "bandit" glass, maximum size 6 ft, x 3 ft., either in the form of completely glazed windows or as plates on chains for hanging behind the ordinary glass. The use of the "bandit" glass is also advocated in counters, showcases, cashiers' screens and "all positions where vision without penetration" is needed. Triplex "bandit" glass comprises two pieces of glass bonded together with polyvinyl butyral, a tough plastic. The glass costs about three times as much as ordinary glass.

Chromium Mesh Shelving.—Chrome Mesh Equipment, Ltd., Morden, Surrey, have been in existence for only two years, yet claim to have the largest shelf-making capacity in Europe. The parent company, Change Wares, Ltd., is somewhat older, having been foun-

ded twenty-six years ago by the present managing director (Mr. L. W. Dowdall). It is today one of the largest wireworking firms in the world. Change Wares, Ltd., manufacture all Chromesh self-service equipment. Mass production methods have made high quality compatible with competitive prices. On the shop floor increased visibility, easier cleaning, greater strength and versatility are the claimed advantages.



SHELVING FOR SELF-SELECTION: Self-selection shelving by Chrome Mesh Equipment, Ltd., Morden, Surrey, is readily adapted by the addition of glass partitions, for the effective display of small items.

**Building Boards.** — The address of Nevill Long & Co. (Boards), Ltd., is North Hyde Wharf, Southall, Middlesex; that of Novobord (U.K.), Ltd., is Thetford Industrial Estate, Thetford, Norfolk (corrected Note).

#### INFORMATION FOR MANUFACTURERS

An Amalgamation of Wholesalers.—Rudge Roberts (Northern), Ltd., Broughton Street, Manchester, is the new trading name of an amalgamation of the two well-known Manchester companies, D. C. Hamilton, Ltd., and Westmacott & Son, Ltd. Trading under the new name the companies are providing a full wholesaler service. Though associated with Rudge Roberts, Ltd., wholesale chemists, Shrewsbury, and controlled from the same capital source, the two companies will operate separately. Manufacturers are asked to take care not to confuse correspondence, orders or goods in case they get sent to the incorrect destination. Mr. Stanley Machin, M.P.S., is chairman of both companies.

Booklets for Manufacturers. — A booklet prepared by the MANAGEMENT CONSULTANTS ASSOCIATION, 5 Carlos Place, London, W.1, entitled "Transport—the Hidden Cost" (price 2s. 6d.), sets out to show why a fresh look at transport is needed by many firms.—"Expansion of East-West Trade" (2s. 6d.) from East-West Trade Group,

Room 8, Abford House, 15 Wilton Road, London, S.W.1, has been prepared by a number of industrialists. They put forward their ideas on how trade could be increased with "Eastern Area" countries and back up their cogent arguments with statistical evidence.

Draft Agency Agreement Form. — The Manufacturers' Agents' Association have drawn up a new draft agency agreement which represents the Association's view of the terms which a principal should grant to a manufacturers' agent in the light of modern business practice. In preparing the various clauses the Association's legal advisers have given due regard to the agency laws introduced in almost every country in Western Europe. The draft agreement, settled by counsel, is intended as a guide to both principal and agent and clauses may be added or deleted as required. Copies of the agreement in legal form may be obtained from the Association, 8 Breams Buildings, London, E.C.4, on payment of the appropriate fee.

#### **NEW COMPANIES**

P.C. = Private Company; R.O. = Registered Office

БАYER DYESTUFFS, LTD. (P.C.).—Capital £50,000. To carry on the business of dealers in all kinds of dyestuffs, chemicals, etc. Directors: Erieh H. F. Herrmann and Joseph F. Barton. R.O.: Crossford Court, Dane Road, Sale, Ches.

BORDER CHEMICALS, LTD. (P.C.).—Capital £99. To carry on the business of manufacturers of ehemicals and chemical products, etc. Subscribers: D. A. V. Boyle and C. Taylor. R.O.: Devonshire House, Mayfair Place, London, W. E

JEFFREY BRESLAW (CHEMISTS), LTD. P.C.).—Capital £100, Directors: Jeffrey A. (P.C.).—Capital £100. Breslaw, M.P.S., and Sheila F. J. Breslaw, R.O.: 91 Edgware Read, London, W.2,

BRISTOL-MYERS INTERNATIONAL COR-PORATION, Capital £200,000 dollars, British address: 35 Dover Street, London, W.1, Directors: Robert B. Brown, Edward G. Ladewig and

Francis S. Milovich, jun.
CATTO CHEMISTS, LTD. (P.C.). — Capital £4,000. To carry on the business of chemists and druggists, etc. Directors: Eric B. Davies, M.P.S., Peggy L. Davies, Arthur B. Davies, M.P.S., and E. Davies, R.O.: 2 High Street, Kingston-on-Thames, Surrey,

COLLAPSIBLE TUBE CO., LTD. (P.C.).— Capital £1,000. To carry on the business of manufacturers and fillers of tubes, etc. Directors: Robert Woodhouse and Edward T. Bush, R.O.: Raikes Works, Raikes Lane, Bolton.

COLLO (ENGLAND), LTD. (P.C.).—Capital £1,000. To earry on the business of manufacturers of and dealers in chemicals, gases and disinfectants, dyes, pigments, acids, drugs, etc. Subscribers: Marussia M. A. Borm-Reid and Alfred J. Hooper, Solicitors, I New Court, London, W.C.2.

CORFE'S CHEMISTS, LTD. (P.C.).—Capital £1,000, To carry on the business of chemists, etc. Subscribers: Robert J. Waters, M.P.S., 9 Conway Road, Maidstone, Kent, and Norman

DISTA PRODUCTS, LTD. (P.C.).—Capital £100. To carry on the business of chemists and druggists, etc. Subscribers: Elizabeth M. Rowe and A. L. Jones, Kinross, West Farm Avenue. Ashtead, Surrey.

W. H. DIXON (CHEMISTS), LTD. (P.C.).— Capital £5,000. To carry on the husiness of chemists and druggists, etc. Directors: Wilfred L. Woosnam, M.P.S., and Walter W. R. Eastland, M.P.S., R.O.: 51 High Street, East Grinstead,

DUNCANS DISPENSING CHEMISTS (DOWN-IIAM), LTD, (P.C.).—Capital £1,000. To carry on the business of chemists and druggists, and opticians, etc. Directors: Gladys A. Boxhall and Boxhall, R.O.: 193 Greenwich High Road, London, S.E.10.

DUNCANS DISPENSING CHEMISTS (GREENWICH), LTD. (P.C.).— Capital £1.000. To carry on the business of chemists and druggists, and opticians, etc. Directors: Gladys A. Boxhall and Richard C, Boxhall, R.O.: 193 Greenwich High Road, London, S.E.10.

DISPENSING DUNCANS CHEMISTS (MANOR PARK), LTD. - Capital £1,000, To carry on the business of chemists and druggists, and opticians, etc. Directors: Gladys A. Boxhall and Richard C. Boxhall, R.O.: 193 Greenwich

High Road, London, S.E.10,

R. GARNETT PICKLES, LTD, (P.C.), Capital £2,000. To acquire the business earried on hy 11, R. G. Pickles, M.P.S., etc. Directors; Robert G. Pickles, Ida M. Pickles, Hugh R. G. Pickles and Daphne P. Pickles, R.O.: 2/3 Warwick Court, Gray's Inn, London, W.C.I.
G. GEORGE (CHEMISTS), LTD. (P.C.).—
Capital £100. Directors: Garcia Grossman,

Capital £100. Directors: Garcia Grossman, M.P.S., and George Baxter, R.O.: 143 Holborn,

London, E.C.1.

II, GREEN & CO. (STREATHAM), LTD. (P.C.).—Capital £100. To carry on the business of wholesale chemists, sundricsmen, ctc. Directors: Henry Green, Rene Green and John

Green, R.O.: I Jermyn Street, London, S.W.I. GREEN, YOUNG & COMPANY LID. (P.C.).—Capital £5,000. To carry on the business of chemists, etc. Directors: Gerald Green, William D. Young and Ian Young, R.O.: 89 Charlotte Street, London, W.1.

GUARDIAN PHARMACALS, LTD. (P.C.).-Capital £1,000. To carry on the business of wholesalers and retailers of surgical and chemists' sundries, etc. Directors: Victor F. Maidment and Stephen G. Seddon, R.O.: 124 The Grove, London, E.15.

HEATHTOP DRUG STORES, LTD. (P.C.). Capital £100, To carry on the business of chemists, druggists, etc. Subscribers: Stanley H. Lucas and Francis A. Dean, R.O.; 6 Surrey Street, London, W.C.2; also HEATHAM PHARMACY, LTD. (P.C.).—Capital £100. Other particulars similar to Heathtop Drug Stores,

INTER - CONTINENTAL PHARMACEUTI-LTD. (P.C.).—Capital £1,000. To carry on the business of manufacturers of and dealers in chemicals, veterinary goods, etc. Subscribers: Brenda M, Stone, Catherine Omahony and Derek Forbes, R.O.: 44 Queensway, London, W.2.

IPEVET, LTD (P.C.).-Capital £100. To carry on the business of manufacturing ehemists, etc. Directors: Cyril R. G. Young, Clive A. G. Young, Kenneth II. W. Young and John W. Martin (directors, Ashe Laboratories, Ltd.). R.O.: Ashetree Works, Kingston Road, Leather-

head, Surrey.
L. T. KIME, LTD. (P.C.).—Capital £2,000. To carry on the business of chemists, etc. Directors: Leslie T. Kime, M.P.S., and Albine L. Kime, R.O.: 161 Hatfield Road, St. Albans,

LILLY RESEARCH LABORATORIES, LTD. (P.C.),—Capital £100. To carry on the business of ehemists, etc. Subseribers; M. A. Lines and A. L. Jones, 28 West Farm Avenue, Ashtead,

MISTA BRIGHT, LTD. (P.C.), -Capital £100. To carry on the business of manufacturing and analytical chemists and druggists, etc. Directors: George W. Aspinall and Anna D. Aspinall. R.O.: I2 Wilbury Grove, Hove, 3, Sussex.

NIAGARA CYCLO MASSAGE, LTD. (P.C.). -Capital £300. To carry on the business of manufacturers of and dealers in electrical apparatus for cosmetic, therapeutic or other purposes, etc. Directors: Nigel F. Sharp and Roderick G. Henderson, 39 South Street, London, W.1, Robert H. Packe, Alexander Beek and Marino A. Mozati.

J. NICHOLSON (WALKER), LTD, (P.C.).-Capital £5,000. To earry on the busness of chemists, etc. Directors: David E. Vannan, M.P.S., and Joyce L. Vannan, R.O.: 107 Scrogg Vannan. Road, Walker, Newcastle-on-Tync.

NOPCO HESS, LTD, (P.C.).—Capital £100. To carry on the business of manufacturers of and dealers in pharmaceutical, surgical and other substances, etc. Subscribers: E. A. Blackmore

and D. V. Evans, 41 Park Square, Leeds,
NORTH LONDON CHEMICAL CO., LTD.
(P.C.).—Capital £1,000. To carry on the business
of manufacturers of and dealers in chemicals, gases, drugs, etc. Directors: William H. Barrington-Coupe and Horace C. MacMillan, R.O.: 214 Bishopsgate, London, E.C.2.

NORTH PADS, LTD. (P.C.).—Capital £100. To carry on the business of manufacturers of and dealers in surgical equipment and supplies, etc. Directors: Edward D, Axelrad and Gertrude M. Axelrad, R.O.: 210 Upper Thames Street. London, E.C.4.

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C. I., PRESTON, LTD, (P.C.), -Capital £5,000, To carry on the business of ehemists and drugg sts, etc. Directors: Charles L. Preston, M.P.S.,

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JOHN PRESTON & CO. (CHEMICALS), LTD. (P.C.).—Capital £100. Directors: John J. Preston, Alfred W. Hurst, William Green, Doris M. Preston, Maleolm Law and John M. Bone. R.O.: Sarsfield Road, Perivale, Middlesex,

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SYMPOULE, LTD. (P.C.).—Capital £100, To earry on the business of manufacturers of and dealers in ampoules, syringes, etc. Subscribers: Corneleus W. T. Wade, 12 Portugal Street, London, W.C.2, and Dennis Baker.

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C. WELSBY, LTD. (P.C.).-Capital £5,000. To acquire the business of chemists and opticians earried on hy Clifford Welsby, 1 Crewe Sandhach, Ches, etc. Directors: Clifford Welsby, M.P.S., Bessie Welsby and Antony S. Welsby.

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of chemists, druggists, etc. Director: Gordon E. Williams, M.P.S. R.O.: Lane House, Walton Avenue, Bognor Regis, Sussex, R. R. WILTON, LTD. (P.C.). — Capital £1,500. To carry on the business of chemists, etc. Directors: Ada Z. Wilton and Doris Z. Wilton, R.O.: 8 Market Place, Padstow, WIMBORNE CHEMICALS, LTD. (P.C.).—Capital £11,000. To carry on the business of manufacturers of and dealers in elemicals, gases, drugs, medicines, etc. Directors: R. V. Venters (Schrimmen), and (Miss.) M. L. Peage (directors (chairman) and (Miss) M. J. Pearce (directors, L. R. B. Pearce, Ltd.), G. H. Osborn (managing), Mr. G. J. Tunnell (general manager, Industrial Suppliers (Wimborne), Ltd.), Messrs, J. H. Reed and R. J. Reed have joined the company as works chemists.

G. O. WOODWARD & CO. (CHARLBURY), LTD. (P.C.).—Capital £1,000. To carry on the business of manufacturing chemists, chemists' sundriesmen, etc. Directors: George O. Woodward, Winifred M. Woodward, Charles E. Woodand Robert J. Woodward, M.P.S. R.O.: 48 Morrish Road, London, S.W.2.

WRIGITIS (BRAMFORD), LTD. (P.C.). WRIGHTS (BRAMFORD), LTD, (P.C.).—
Capital £2,000. To carry on the business of chemists, opticians, etc. Directors: James F. Wright, Dorothy R. J. Wright and Kenneth E. Healey, M.P.S. R.O.: 37 Park Road, Bramford Estate, Coseley, Staffs.

YORK MEDICAL & SURGICAL CO., LTD.

(P.C.).—Capital £5,000. To carry on the business of dealers in surgical and medical instruments. R.O.: 9 Albion Street, Hull.

#### TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

London, August 28: Trading remained extremely dull during the week in all markets. Shortages of many CRUDE DRUGS was the only feature in that

Spot Cassia fistula was cleared but a fresh parcel was expected to arrive GINGERS remained firm with shortly. spot Jamaican up another 5s. cwt. Some of the CITRUS PEELS were fractionally easier through lack of demand. CUMIN SEED was firm, as the new crop in Persia was reported to be in short supply; spot from that and other sources sharply advanced. Gum ACACIA for shipment was up by 1s. 6d. per cwt. East Indian NUTMEGS were marked up but subsequently eased slightly. SENNA prices were unchanged. Exports of LEAVES and PODS of the Tinnevelly variety from the port of Tuticorin during July were as follows:

	U.K.	U.S.	EUROPE
SENNA	Tons	Tons	Tons
LEAVES	2	18	137
PODS	13	_	193

Also shipped during July from the port were 50 cwt. RAUWOLFIA canescens to the Continent and 40 cwt. R. serpentina to the United States.

Formosan CITRONELLA prices dropped a further threepence per lb. for shipment and spot holders who had not followed the weakening trend lately decided to cut their offers by one shilling. EUCALYPTUS oil is expected to remain scarce as only small quantities of oil are being distilled in Spain. LAVANDIN and LAVENDER are now being distilled; the yield is said to be lower than usual.

CARMINE is once again dearer and some previous suppliers are no longer offering. SILVER rose to regain the record 111<sup>1</sup>/<sub>4</sub>d. per oz. reached in July.

#### Pharmaceutical Chemicals

ACETIC ACID.—Per ton, in bulk from £87 to £91 for B.P. glacial and £83 to £87 for 98–100 per cent. In drums of 90-gall. from £94 to £97 and £90 to £93 respectively. In 5-gall. demijohns, £104–£124 and £100–£120 respectively; containers extra and returnable at seller's expense. The technical 80 per cent. grade ranges from £69 in bulk to £110 per ton for 1 demijohn and 80 per cent. pure from £75 to £116.

ACETYLSALICYLIC ACID. — One-ton lots, 4s. 0½d. per 1b.; 5-cwt., 4s. 5d.; 1-cwt., 4s. 8d.

ADRENALINE. — (Per gm.). Synthetic B.P. 1-kilo lots, 11d.: 500 gm., is 1s, 1d, ACID TARTRATE, B.P., 1 kilo, 7½d.; 500 gm., 9d. ALON. — Micro-crystalline, 14-lb. lots,

34s, per lb.

p-Aminosalicylic acid. — So 17s. 6d. per kilo for 1,000-kilo lots. — Sodium.

ARECOLINE.—ALKALOID, 51s. per oz.

ARECOLINE.—ALKALOID, 51s. per oz. BORAX.—B.P. grade, 1 ton and upwards: Granular, £54 10s.; crystals, £58; powder, £59; extra fine powder, £60 per ton, all in hessian sacks. Less £1 for paper bags. Commercial from £44 10s. to £51 per ton as to type and packing. Anhydrous borax is £60 per ton in hessian bags or £59 in paper bags; carriage paid in Great Britain. Surcharges for small quantities: Less than 1 ton but not less than 10 cwt.. 2s. per cwt.; 5 to 9 cwt., 4s.; 1 to 4 cwt., 8s.

Boric Acid.—B.P. grade in 1 ton and upwards (per ton): Granular, £84; crystals, £97; powder, £90 10s.; extra-fine powder, £92 10s. per ton in lined hessian bags, carriage paid in Great Britain. Less £1 per ton if supplied in paper bags, Technical from £70 to £80 10s, per ton according to type and packing ing to type and packing.

Bromides.—Crystals (per lb.):—

- 1	S.	d	S.	d
	2 2 2	6 6 10	2 2 2	5 5 8‡
	- 1	2	2 6	2 6 2

Powder is three-halfpence per lb. more, packages free, carriage paid terms.

CARMINE. — One-cwt, lots are 155s, per

Chiniofon. — B.P. 1948, 58s. per kilo; chiniofonic acid, 83s. 9d. per kilo.

CITRIC ACID.—Domestic powder, in kegs, per cwt. 1–4 cwt. lots, 224s.; 5–19 cwt., 223s.; 1 ton, 222s. Crystals plus 10s. cwt. ANHYDROUS powder and granular plus 10 per cent. All less 7s. cwt. if packed in

CREOSOTE.—B.P. quality, ex beechwood, from 6s, 9d. to 7s, 6d. per lb.

CRESOL.—B.P. quality, 7s. 9d. per gall. in 5-gall, lots.

DIPHENAN. — From 55s. 3d. (56-lb.), to 63s. per lb.

EPHEDRINE.—ALKALOID nominally 6s. 6d. per oz. SULPHATE, 4s. 6d. and HYDRO-CHLORIDE, 3s. 4d. per oz.

Gallic acid.—B.P., 10s. 6d. per 1b. for 2-cwt. lots. Technical grade 9s. 9d. Glycerin.—Chemically pure B.P.:—

OET CERTIT.	<u> </u>	,,,,,	icarry	P	are b	.г.	•		
	Ove 25 to		5 to and und 25 to	d er	1 to and und 5 to	d er	Und 1 to		
TANK WAGONS	S. G	ī.	S. 0	1.	S. 0	1.	S. 6	1	
10-14 tons	166 0		_	.	_	1	-		
5-10 tons	167	0	169	0		.	_		
DRUMS						- 1			
5-10 cwt.	170	0	172	0	175	0	181	0	
2½ cwt.	172	0	174	0	177	0	183	-0	
1 cwt.	174	0	176	0	179	0	185	-0	
TINS				- 1					
56 lb.	189	0	191	0	196	0	205	-0	
28 lb.	195	0	197	0	202	0	216	0	
14 lb.	201	0	203	0	208	0	210	0	
D.1' . C1			1		1 .		-		

Delivery of less than 1-cwt. charged 7s. 6d. extra. Drums charged and returnable. Minimum terms for technical grade glycerin s.g. 1.2627 are 161s. 0d. per cwt. for lots of over 25 tons in bulk deliveries of 10-14 tons.

HEXAMINE. — B.P., 1s. 6d. per lb. for 1-ton lots, delivered in 1-cwt. bags. Technical is 1s. 5d. per lb.

HYDROCHLORIC ACID.—B.P., 50s. per cwt. in carboys.

Hydrogen peroxide. — 27.5 per cent. y weight), £115 per ton; 35 per cent.. £138 in returnable carboys.

HYDROQUINONE.—One-cwt. lots, 10s. per lb., 1-ton, 8s, 6d.

Kaolin. — Light, 60s. per cwt.: 1-ton, 57s. per cwt.

Lactic acid. — B.P. 4s. 5d. per lb. for 12-winchester lots and 4s. for 5-cwt. lots. Edible, 80 per cent. acid, 2s. 4d. per lb. for under 1-ton lots: 12 winchesters, 2s. 8d. per 1b.

Lactose. — B.P. in 1-ton lots packed in 1-cwt. paper-lined sacks. £129 10s, per ton, delivered in the United Kingdom.

LEAD ACETATE.—B.P. crystals, 225s. per

METHYL SALICYLATE. — Five-ton lots, 3s. 2d. per lb.; 1-ton, 3s. 2½d.; 10-cwt., 3s. 3d.; 5-cwt., 3s. 6d.; 1-cwt., 3s. 8d.

OLEIC ACID.—B.P. grade, £176 10s, per ton. Small lots, 21s. 10d. per gall.

OXALIC ACID.—Manufacturers' rates for 1-ton lots, £128 per ton.

1-ton lots, £128 per ton.

PARAFFINS. — Prices to wholesale distributors per gall.—Liquid: HEAVY, B.P., in drums, 8s. 8½d. to 8s. 9½d. as to quantity; over 500 gall. in bulk, 8s. 7½d. Light, B.P., drums, 7s. 1½d. to 7s. 2½d.; bulk, 7s. 0½d. Technical white: LIGHT, 6s. 6d. to 6s. 7d. and 6s. 3d. in bulk; MEDIUM, 7s. 7d. to 7s. 8d., bulk, 7s. 4½d. Drums charged and returnable. Soft: Best grades White, medium consistency, £116 15s. per ton and soft consistency, £113 17s. 6d. Yellow, £94 10s. Other grades (all B.P.) at £95, £100 10s., £106 per ton for white and at £74 17s. 6d. for yellow. All in non-returnable drums delivered.

PARAFORMALDEHYDE.—B.P.C. is 1s. 3d.

PARAFORMALDEHYDE.—B.P.C. is 1s. 3d. per lb. for 1-ton lots; 1s. 5d. per lb. for 1-cwt.

PARALDEHYDE. — B.P. in 12-winchester lots, 2s. 10d. per lb. (6s. 3d. kilo); 10-gall. carboys, 2s. 4d.

Phenol.—Ice crystals in bulk, 1s. 4d. per lb. Liquid, B.P., 1s. 9d. per lb. in 56lb. returnable tins.

Pyrogallic acid. — One-cwt., pure crystals, 24s. 6d. per lb.; resublimed 26s. 6d.

QUINIDINE.—For 15 kilos or 500 oz. or

Home Trade	Per kilo	Per 100 oz.
QUINIDINE	s. d.	s. d.
SULPHATE	,199 1	564 6
ALKALOID CIVEL	260 8	' 739 I

Prices include tins and cases and free delivery U.K.

QUININE. — 1,000-oz. lots:—ALKALOID, QUININE, — 1,000-OZ, IOIS:—ALKALOID, 3S. 11½d. per oz.; SULPHATE, B.P., 1932, 2s. 5½d.; SULPHATE, B.P., 1958, 2s. 8½d.; BISULPHITE, 2s. 6¾d.; DIHYDROCHLORIDE, 3s. 7¾d.; HYDROCHLORIDE, 3s. 3¾d.; ETHYL CARBONATE, 4s. 5d.; HYDROBROMIDE, 3s. 24d.; SULVELATE 4s. 134 CARBONATE, 4s. 5d.: HY 3s.  $2\frac{1}{4}$ d.; SALICYLATE, 4s.  $1\frac{3}{4}$ d.

RESORCINOL.—One-cwt. lots, 12s. 4d. 1b. Salicylic acid.—One-cwt., 3s.  $4\frac{1}{2}d$ . per lb.; 5-cwt., 3s. 2d. per lb.

SAL PRUNELLA. — Balls, 3s. 10d. per lb. in 1-cwt, lots.

SULPHUR. — (Per ton). SUBLIMED FLOWERS, B.P., £47 10s.; COMMERCIAL, £45; POWDER, £19 to £24; PRECIPITATED, B.P., £100; ROLL, £24. All ex store.

SULPHURIC ACID.—Ninepence to 1s.  $2\frac{1}{2}d$ . per lb. in winchesters.

One-ton lots, B.P.C. in kegs, 1s. 2d. per lb. in 1-cwt. lots.

TANNIC ACID.—The B.P. fluffy, 8s. 6d. per lb. (5-cwt, lots).

Tartaric acid. — (In kegs): 1-ton lots. 275s, per cwt.; 5-19 cwt., 281s.; 1-4 cwt., 284s. Bags 8s. cwt. less. Crystals 7s. per cwt. more than powder and granular.

TEREBENE. — B.P.C., one-carboy lots, 4s. 5d. per lb.

CARBONATE. -- One-cwt. lots,

Is. 11½d. per lb.; 1-ton, 1s. 8d.

ZINC CHLORIDE. — B.P.C. cake. 7s. per lb.; sticks, 7s. 10d. Technical, 115s. per

ZINC OXIDE.—Two-ton lots, B.P. grade, £100 per ton; 1-ton, £101.

ZINC PEROXIDE. — One-cwt. lots of B.P.,

5s. 3d. per lb.
ZINC SULPHATE. — B.P., 1-cwt. lots. 1s. 6d. per lb.

#### Crude Drugs

ALOES. — Spot primes, 245s, per cwt. shipment, 235s., c.i.f. Curação, spot, 320s.; shipment, 300s., c.i.f.

ANISE. — Chinese STAR, 185s, per cwt., spot, duty paid; shipment, 150s., c.i.f.

ARROWROOT.—St, Vincent from 1s. 3d. to 1s. 6d., as to grade.

CALUMBA ROOT.—Mozambique in bond,

CAMPHOR. — B.P. powder nominally 4s 9d, per lb. in bond. No c.i.f. offers.

CAPSICUMS. — East African on stalk, 150s. per cwt.; Ethiopian, 145s.

Cardamoms.—Aleppy greens, 10s. spot; shipment 10s., c.i.f. Seeds, spot 13s. 6d.; shipment 12s. 3d., c.i.f.

Cascara.—Spot, 260s, per cwt.; new peel for shipment 240s., c.i.f.

Cassia.—Fistula, spot cleared; forward 105s. per cwt. landed; lignea (whole), for prompt shipment, 195s., c.i.f.; selected broken, 185s., c.i.f.

CHERRY BARK. — Thin natuper lb.; shipment, 1s. 6d., c.i.f. Thin natural, 1s. 7d.

Chillies.—Zanzibar, 170s. spot; shipment, 160s., c.i.f. per cwt. Mombasa spot. 185s.; shipment, 135s. 6d., c.i.f.

CLOVES.—Zanzibar spot. 2s, 10½d. per lb. standard grade; shipment, 2s, 7d., c.i.f.

Cochineal. — Canary Isle black-brilliant nominal; silver-grey 16s. per lb. Peruvian silver-grey, 13s. 6d.

COCILLANA. — Bark, 2s. per lb. on the spot.

COLOCYNTH PULP.—Spot and shipment nominal.

DIGITALIS.—Purpurea leaves. 2s. 6d. per

ELEMI. -Spot, 1s. 4d. per lb.; shipment, 1s. 1d., c.i.f.

Ergot. — Portuguese, 9s. per lb. spot and 8s. 9d., c.i.f.

GINGER.—(Per cwt.) African, spot about 350s.; shipment 270s. per cwt. Jamaican No. 3 spot, 775s.; shipment, nominal. Cochin. 295s.; shipment, 310s., c.i.f.

GUM ACACIA. — Kordofan-cleaned sorts, 157s. 6d. per cwt., spot; August-September shipment, 146s. 6d., c.i.f.

Henna. — Indian, spot nominal; shipment, 75s., c.i.f., nominal.

- (Per cwt.), HONEY. — (Per cwt.). Australian light amber, 152s. 6d. to 157s, 6d. and medium amber, 150s. to 152s, 6d. Argentine, 170s. to 172s, 6d.; Jamaican, 150s. to 155s.; Canadian, 165s. to 170s.; Mexican, 155s. to 160s.; all ex warehouse. Australian light

IPECACHANHA.—Shipment (c.i.f.): Matto Grosso, 70s. per lb. nominal: Costa Rican, 93s. nominal: Colombian, 69s. Spot offers difficult to find.

JUNIPER BERRIES. - Italian, 140s. per

cwt.; German, 145s. spot.

Karaya. — No. 1 gum, spot nominal;
No. 2, 325s. per cwt.

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LEMON PEEL.—Spot, 2s. 2d. per lh.

LINSEED. — Whole, 72s. 6d. per cwt.; crushed, 110s,

LIQUORICE. — Natural root: Russian, 65s, per cwt.; Anatolian, 57s 6d.; Persian, 52s, 6d.; Anatolian decorticated, 170s.; Sicilian 1-kilo bundles, 1s, 8d. per lb. Block juice: Anatolian 210s per cwt.; Italian stick from 400s, to 475s, per cwt.

MACE.—Whole, pale blade, 15s, per lb.; shipment, 14s., c.i.f.

Malefern.—Root for shipment quoted at 75s. per cwt., e.i.f.

MENTHOL. — Chinese: spot, 39s. per lh duty paid; August-September shipment, 34s., c.i.f. Brazilian, 23s. 3d. in hond: shipment. 23s. 3d. c.i.f. Formosan, 27s. 6d. in hond; shipment, 26s., c.i.f.

MERCURY. — Spot ex warehouse is £58 per flask of 76 lb.

NUTMEGS.—West Indian 80's, 8s. 6d. per lb.; defectives, 6s. 6d. East Indian for shipment: 80's, 6s. 6d.; 110's, 6s. 5d.; defectives, 4s. 2d., c.i.f.

Nux vomica.—Cochin, 75s. per cwt. on

Orange peel. — Spot: Sweet ribbon, 1s, 8d. per lb.; bitter quarters: West Indian,  $10\frac{1}{2}d$ .; Spanish, 1s. 4d.

PAPAIN. — For shipment: East African white. No. 1, from 37s. 6d. to 40s. per lb., c.i.f.

PEPPER.—White Sarawak spot, 2s. 9d. to 2s. 11d. per lb.; shipment, 2s. 8¼d., e.i.f. Black Sarawak spot, 2s. 4d.; shipment, 1s. 11¼d. Black Malabar, 320s. per cwt. spot; shipment, 285s., c.i.f.

PIMENTO. — Spot quoted at 728s. per cwt.; shipment, 580s., f.o.b.

Podophyllum.—Spot, per cwt.; Emodi, 240s. nominal; new crop for shipment, 230s., c.i.f.; *Peltatum*, 365s. spot.

Pyrethrum. — Extracts—partially waxed, 25 per cent, pyrethrins, 74s. 6d. to 65s. 6d. per lb.; decolorised dewaxed, 20 per cent., 66s. 6d. to 59s. 4d. per lb.

QUASSIA.—Spot, 57s. 6d. per cwt.

QUILLAIA.—Spot, 170s. per cwt.; shipment, 130s., c.i.f.

RAUWOLFIA.—C.i.f. (per lb.). Canescens, 6s. 6d.; Serpentina, 12s. 6d., both nominal.

RHUBARB. - Chinese spot cleared; no shipment offers.

Saffron. — Mancha superior about 200s. per lb. spot.

SARSAPARILLA. — Jamaican native red spot, 2s. 11d. per lb.; shipment, not offering.

SEEDS. — (Per cwt.), ANISE. — Spanish, 275s., duty paid. CARAWAY.—Dutch unchanged at 157s. 6d., duty paid. CELERY. — Indian spot, 195s.; shipment firm at 145s., c.i.f. CORIANDER.—Moroccan unchanged at 62s. 6d., duty paid for old crop; new crop, 65s.; shipment is little easier at 55s., c.i.f. CUMIN.—Market firm. Iranian new crop reported to be in short supply. which has caused spot to rise up to 190s., duty paid; Indian, 185s. and Cyprian, 180s., shipment. Iranian quoted at 175s., c.i.f. DILL.—Indian quoted at 175s., c.i.f. DILL.—Indian quoted at 175s. dd., spot; shipment, 56s., c.i.f. FENNEL.—Indian unchanged at 125s., spot; shipment quoted at 110s., c.i.f. FENUGREEK.—Moroccan, 54s., duty paid; shipment a little firmer at 39s., c.i.f. MUSTARD.—English, 50s. to 75s. according to quality.

SENEGA. — Spot. 15s. 6d. per lb.; new SEEDS. — (Per cwt.). Anise. -

SENEGA. — Spot. 15s, 6d per lb.; new crop for August shipment, 15s., c.i.f.

SENNA. — (Per lb.) Tinnevelly Leaves, spot: Prime No. 1, 2s. 3d.: prime No. 2, 1s. 9d.; No. 3, f.a.q., 1s. 4d. Pods: handpicked. August delivery quoted at 3s. 3d. ex wharf. Alexandria pods: Hand-picked from 4s. to 8s. from 4s. to 8s.

SHELLAC.—F.O.T.N., 192s, 6d, per cwt.; No. 1, 207s. 6d.; F.O., 225s. to 275s.

SQUILL.—Spot supplies of white virtually cleared; new crop expected to he around 120s, per cwt., c.i.f.

STRAMONIUM.—Continental LEAVES 85s. per cwt. spot.

STYRAX,—Spot, 21s. 6d. per lb.; shipment. 21s., c.i.f.

Tragacantii.—No. 1 ribbon about £175 per cwt. No. 2. £165, spot.

Turmeric. — Madras 152s, 6d, per cwt.; shipment, 135s., c.i.f.

VALERIAN ROOT, — Spot: East European, 175s. per cwt.: Indian, 175s. Shipment: Continental, 172s. 6d. to 205s. 6d.

Vanillin.—Rates (per lh.) are now:—5-ewt. lots, 21s. 6d.; 1-cwt., 21s. 9d.; 56-lb., 22s.; small quantities, 22s. 6d.

WITCH HAZEL LEAVES.—Spot quotations are 2s. 8d. per lb.

#### **Essential and Expressed Oils**

Amber.—Rectified on the spot, 1s. 6d. per lb.

ANISE. — Chinese, 18s. 3d. per lb., spot; shipment, 18s., c.i.f.

BAY. — West Indian about 25s. per lb. on the spot.

BIRCH TAR.—Rectified, 8s. per 1b.

Bois DE Rose.—Brazilian, 24s. 6d. per lb. on the spot: August shipment, 22s. 3d.,

CAJUPUT.—Spot, from 10s. per lb.

CAMPHOR, WHITE. — Chinese, 2s. 7d. duty paid, per lb.; shipment, 1s. 9d., c.i.f.

Cananga.—Spot, 27s. per lb.

CARAWAY.—Imported oil, 34s. per lb. CARDAMOM.—Indian from 260s. to 275s. per lb., spot.

CEDARWOOD. - Rectified 6s, per lb. on the spot.

CELERY seed. — Quotations are from 116s. per lb.

CHAMOMILE.—Smalls 640s. per lb.

CHENOPODIUM.—About 40s. per lb, in original containers.

CITRONELLA. — Ceylon spot, 9s. 3d.; shipment, 8s. 10d. per lb., c.i.f. Formosan. 9s., in bond; August-September shipment, 7s, 3d., c.i.f. Chinese, nominal.

CLOVE.—Madagascar leaf spot, 7s. 3d. per lb., duty paid; shipment, 6s. 4d., c.i.f. RECTIFIED 87-88 per cent., 12s. Distilled bud-oil. ENGLISH B.P., 26s. per lb. for 1-cwt. lots.

Cod-Liver. — B.P. is 11s. 6d. per gall. including charged returnable drums. Veterinary is from 9s. 6d. per gall. Delivered terms, 25-stone lots.

CORIANDER.—Russian oil, 40s. 6d. per lb., spot. CUBEB.—Spot supplies of imported are

85s. per lh. CUMIN.—English distilled oil, 130s. per

lb.; imported, 90s. FENNEL.—Spanish sweet, spot, 10s. per

1h. GERANIUM.—Bourbon, 90s. to 100s. per lb. on the spot.

LAVANDIN.—From 12s. 6d. to 15s. per lb. as to quality.

LAVENDER. -French spot, 30s, to 40s. per lb. as to quality. Spanish.

LAVENDER SPIKE. — Firm, St. 12s. 6d. per lb. for original drums.

Lemon, — Spot Sicilian 52s. 6d. per lb.; shipment nominally 53s. per lb., c.i.f.

Orange.—Floridan sweet oil, 7s. per lb. nominal; shipment, 5s. 3d., c.i.f. South African and Rhodesian, 8s.; West Indian. 10s.; Spanish, 15s. to 17s. 6d., spot.

Spot Mysore, 107s, 6d. per lb.; forward. East Indian, 107s. 6d., e.i.f.

#### UNITED STATES REPORT

NEW YORK, AUGUST 27: Higher per 1b. among Crude Drugs were Bella-DONNA LEAVES at 40 cents (up five cents); BELLADONNA ROOT at 50 cents (ten cents); BENZOIN at 35 cents (five cents); powdered Karaya at 50 cents (three cents); TRAGACANTH No. 1 ribbon at \$4.50; and ERGOT at \$1.75 (15 cents). NUX VOMICA declined to make the buttons 12 cents a lb., down three cents. Also lower was PERU BALSAM at 92 cents, down one cent. NUTMEG OIL advanced 40 cents to \$8.25 a lb. Lower per lb. among Essential Oils were native LEMONGRASS at \$1.60, down 15 cents; Formosan CITRONELLA for resale at \$1.40, down 10 cents; resale U.S.P. grade LEMON at \$8, down 75 cents and BOIS DE ROSE at \$2.90, down 10 cents.

#### PRINT AND PUBLICITY

#### PRESS ADVERTISING

Collo (England), Ltd., 14 Crespigny Road, Hendon, London, N.W.4. Collo Atomcoll, In T.V. Times and provincial Press.

Golden, Ltd., Berkeley Square, London, W.1: Color-match, In Woman, Woman's Journal, Woman's Realm, Modern Woman, Every-woman, Woman's Own, Woman and Beauty, Sunday Express, Daily Mirror and Sunday Mirror.



COUNTER DISPLAY UNIT: Designed and produced by Fords of Bristol, Ltd., the stand illustrated is for merchandising special Brylcreem "summer offer" packs.

LAMBERT CHEMICAL Co., LTD., Eastleigh, Hants: PolyColor shampoo tint. In Woman.
REXALL DRUG Co., LTD., Loughborough, Leics:

Codural. In Woman and Woman's Realm.

ROBINSON & SONS, LTD., Wheat Bridge Mills, Chesterfield: Paddi and Paddi-pads. In Woman, Woman's Own and other mother and baby magazines.

John Steedman & Co., 272 Walworth Road, London, S.E.17: Steedman's barrier nappy cream. In national Press.

#### **PUBLICATIONS**

ARMOUR HESS CHEMICALS, LTD., Westgate, Leeds, 1. Technical bulletins F-1/1, L-25/1 and L-30 on Ethomeen tertiary amines, and Ethoduomeens di-tertiary amines (pp. 32).

Degenharder & Co., Ltd., Carl Zeiss House, 20 Mortimer Street, London, W.1. "Optical Measuring Instruments for Science and Technology " (booklet).

GEIGY PHARMACEUTICAL Co., LTD., Manchester, 23: Tofranil (4-p. folder). Hygroton 50 mgm.

in hypertension (4-p. folder), JOSEPH CROSEIELD & SONS, LTD., Warrington, Lanes: "Methods of Producing Sodium Alkyl Sulphates and their Technical and Economic (translated from the Russian), Assessment "

James A. Joblin & Co., Ltd., Wear Glass Works, Sunderland, "Pyrex and Pharmacy" (pp. 11).

KODAK, LTD., Kingsway, London, W.C.2. "X-omat Processor model M44-L" (5-p. folder), Kodalith super developer powder (2-p. folder).

LENNING CHEMICALS, LTD., 26 Bedford Row, W.C.1. "Designs for Storefront Signs in Oroglass " (20-p. brochure).

United Kingdom Glycerin Producers' Associa-tion, Ltd., "Glycerin in Cosmetics" (15-p. booklet).

#### See it for yourself! 0 NO RIH RS BATTERIES NEEDED NEEDED 3 Dimensional Viewing with 1ANORAM*a*

EYE-LEVEL DISPLAY: "Dayglo" display prodnced for Hanimex (U.K.), Ltd., 42 Lower Marsh, London, S.E.I, to display their new Hanorama daylight viewer, The display is fixed by means of suckers to the inside of the window at eye level, enabling passers-by to have a continuous demonstration of the viewer, for which no batteries or bulbs are needed, A slide is supplied with each viewer for demonstration purposes.

#### Catalogues

S.D.C. PESTICIDES, LTD., 99 Regent Street, London, W.1. Catalogue of pesticides, insecticides, etc. (pp. 12).

Price Lists

JOHN BELL, HILLS & LUCAS, LTD., Worsley
Bridge Road, London, S.E.26, Drugs and chemicals price list.

#### DISPLAY MATERIAL

TOPSY PHARMACEUTICALS, LTD., Fountain Street, Oldham, Lancs: Display outer and showcard for Bellair hair spray.

#### **COMING EVENTS**

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

#### Sunday, September 1

AUTUMN FAIR, Leipzig, East Germany, Until September 8.

#### Monday, September 2

BRITISH INDUSTRIAL FAIR AND BRITISH FORTNIGHT,

Zurich, Until September 14. British Pharmaceutical Conference, London. Until September 6. Details: p. 189.

#### Tuesday, September 3

PHARMACEUTICAL SUBJECTS GROUP, ROYAL SOCEITY OF HEALTH, 90 Buckingham Palace Road, London, S.W.1, at 8.30 p.m. Reception for members of the British Pharmaceutical Conference. Professor C. Keele (department of pharmacology, Middlesex Hospital medical school) on "100 Years of Progress in the Drug Treatment

#### Wednesday, September 4

INTERNATIONAL PACKAGING EXHIBITION, Olympia, London, W.14. Until September 12.

MANCHESTER PHARMACEUTICAL GOLEING SOCIETY. Didsbury golf club, Manchester, Play for Imperial Chemical Industries (pharmaceuticals division) trophy and prize,

#### Thursday, September 5

HUDDERSFIELD CHEMISTS' ASSOCIATION, Pack Horse hotel, Kirkgate, Huddersfield, Yorks, at 7.45 p.m. Talk by Mr. Toni Lanfranchi,

#### **Advance Information**

SCOTTISH SOCIAL AND INDUSTRIAL MEDICINE CONFERENCE AND EXHIBITION (incorporating the Scottish Hospital Management, Nursing and Health Services Exhibition and Conference), McLellan Galleries, Sauchiehall Street, Glasgow. February 3-7, 1964.

#### COMMERCIAL TELEVISION

Figures in these columns represent number of appearances of the "spot" during the week.

September 8—14	London	Midland	North Scotland	Wales	South N.E	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is. W.& N.Wald	
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#### TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," August 14

For sensitised films for use in colour photography (1)

RAINBOW, B831,488, by Perutz Photowerke, G.m.b.H., Munich 25, Germany,

For reagents, being chemical preparations, for use in the laboratory control of the coagulability of blood (1)

THROMBOFAX, 837,667, by Ortho Pharmaceutical Corporation, Raritan, New Jersey,

For carbon tetraboride (1)

parations (3)

TETRAZON, 837,975, by Bullock Research Laboratories, Newent, Glos.

For chemical products used in agriculture, horticulture and forestry; manures (natural and artificial); but not including chemical products and substances used for filtering, purifying or reclaiming or any goods of the same description as any of these excluded goods (1)

HI-LITE, 842,389, by Fisons Horticulture, Ltd., Felixstowe, Suffolk.

For algins, being chemical products for use in

MATONALG, 846,232, by Carbonisation et Charbons Actifs, Paris, France.

For chemical products for use in agriculture and

horticulture (1) ASTROX, 848,936, by Boots Pure Drug Co.,

Ltd., Nottingham. For soaps, detergents (not for use in industrial or manufacturing processes) and cleaning pre-

CROSFIELD, 827,658, by Joseph Crosfield & Sons, Ltd., Warrington, Lancs.

For perfumes, cosmetic preparations, preparations for the hair, soaps; saponaceous products for cleaning and washing purposes; non-medicated toilet preparations, and toilet articles (3)

INNOCENCE, 839,439, by Parmosa of London, Ltd., Stanmore, Middlesex.

For perfumes and perfumed non-medicated toilet preparations (3)

Device with words ESPRIT DE PARFUM FABERGE, B842,529, by Faberge, Inc., New York, U.S.A.

For non-medicated toilet preparations in liquid form, for use on the skin (3)

SUDDEN VEIL-LIFT, B842,602, by Pearson & Co., Ltd., London, E.C.2. by Adam

For perfumes, toilet preparations (non-medicated), cosmetic preparations, dentifrices, toilet articles not included in other classes, and essential oils,

but not including soaps (3)
PERMEA 15, 842,964, by Romney Cosmetics, Ltd., I.ondon, S.W.1.

For starch and substitutes for starch for stiffening fabrics; preparations for removing stains; preparations for cleaning lavatories and slnks; window cleaning preparations (3)

HOUSEGUARD, 844,319, by Aspro-Nicholas, Ltd., Slough, Bucks.

For creams for the conditioning and treatment of the hair (3)

POLYCREAM, 845,496, by Therachemic Chemisch-Therapeutische, G.m.b.H., Düsseldorf, Germany.

For all goods (3)

WIMZY, 847,953, by Wimsol, Ltd., Keighley, Yorks. Device with words HUCKLEBERRY HOUND AND FRIENDS, 824,505, by Screen Gems. Inc., New York, U.S.A.

For perfumes, cosmetics, toilet water, shampoos, hair preserving preparations, hair lotions, hair oil, non-medicated toilet preparations in the form of creams, talcum powder and soap (3)

Device with word MOUKY, 846,571, by Lupae, S.p.r.l., Brussels, Belgium,

For dentifrices; toilet preparations being adhesives for securing dental plates; and toilet preparations for cleaning artificial dentures, all for sale in the United Kingdom otherwise than for export but not excluding goods for export to the

Device with word STERA-FIX, 847,310, by Reckitt & Sons, 1 td., Hull, Yorks.

For all goods (5)

trish Republic (3)

BRUIII., 840,040, by C. II. Boehringer Sohn, Ingelheim-on-Rhine, Germany, SUPERIDOL, 841,618, by McNeil Laboratories, Inc., Fort Washington, Pennsylvania, U.S.A. DEOPHENE,

846,428, by Colgate-Palmolive Co., New York, 22, U.S.A.

veterinary chemical additives for feeding stuffs, being provitamins and for use in providing internal sources of pigmentation (5)

CAROPHYLL, 822,110, by Roche Products, Ltd., Welwyn Garden City, Herts.

For vaccines for veterinary use (5)
Device with words PIRBRIX PIRBRIGHT, 838,819, by Foot and Mouth Disease Research Institute, Pirbright, Surrey.

For all goods containing chlorine (5)

MAGNACHLOR, 841,081, by Fraser Chemieals, Ltd., London, S.E.13.

For deodorants (5)

DEOMINIT, 841,967, by Gascoigne-Crowther, Ltd., Reading, Berks, DU LUNDI SECURE, 846,513. by County Laboratories, Ltd., Brentford, Middlesex,

For disinfectants; preparations for killing weeds and destroying vermin (5)
HI-LITE, 842,390, by Fisons Horticulture, Ltd.,

Felixstowe, Suffolk,

For pharmaceutical preparations and substances

PIPERAWITT, 845,058, by E. C. de Witt & Co., Ltd., Croydon, Surrey, BEBEPRIN, 845,548, by Plough, Inc., Memphis, Tennessee, U.S.A. PARINAC, 847,438, by Boots Pure Drug Co., Ltd., Nottingham, ESOPAX, 847,811, by Southon Laboratories, Ltd., Crayford, Kent,

For deodorants and antiperspirants (5)

ODO-RO-NO STAY FRESH, 845,307, by Northam Warren, Ltd., London, S.E.1.

For pharmaceutical, veterinary and sanitary substances (5)

FLACITRAN, 845,551, by Laboratoires Francaises de Therapcutique, Bordeaux (Gironde), France.

For insecticides, larvicides, fungicides and pesticides; preparations for killing weeds and destroying vermin (5)

MAYGON, 845,996, by Shell International Petroleum Co., Ltd., London, S.E.1.

For analgesic and antipyretic preparations (5)
RELEPAN, 849,200, by Beccham Research
Laboratories, Ltd., Brentford, Middlesex.
For scissors, nail files, tweezers and nail clippers

MARINA, 843,290, by MacDonald & Son, Ashton-under-Lyne, Lanes,

For photographic and cinematographic cameras, and parts thereof (9)

KORVETTE FAMILY, 839,733, by B. Bennett & Sons, Ltd., London, W.1.

For photographic and cinematographic apparatus and instruments, and parts and fittings (9) STUDIOSCOP, 849.563, by Agfa, A.G., Lever-

kusen-Bayerwerk, Germany,

For surgical instruments and apparatus; and tourniquets (10)

SETONIQUET, 848,925, by Seton Products, Ltd., Oldham, Lanes.

For lipstick holders sold empty (independently of their contents) and not being of precious metal or coated therewith, and parts thereof (21) CASE-COAT, 814,501, by Bjarne Askvold,

Copenhagen, Denmark.

#### **PATENTS**

#### COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal (Patents)," August 21 Process for producing a vaccine containing attenuated infectious bovine rhino-tracheitis and vaccine produced thereby. Anchor Serum Co 938.160.

Particle size reduction or cellular disruption. Boots Pure Drug Co., Ltd. 938,163.

Crinos Industria Farma-Pineal gland extracts, cobiologica, S.p.A. 938,241,

Stable preparations of alkali metal salts of estrone sulphate. Charles F, Frosst & Co. 938,243.

Hypotensive preparations comprising a benzothladiazine-1:1-dioxide derivatives, CIBA, Ltd. 938,156.

Pharmacentical anti-inflammatory compositions comprising a triazolidine compound. Laboratories Miquel, S.A., and Laboratorios del Dr. Esteve, S.A. 938,158.
Sulphonamides. Merek & Co., Inc. 938,727.

Pyrazole derivatives, May & Baker, 1.td, 938,726, Phosphorus compounds, Imperial Chemical Industries, 1 td, 938,367.

Macrocyclic compounds. A. Boake, Roberts & Co., Ltd. 938,697.

Method for accelerating the growth of micro-organisms, Bendix Corporation, 938,300,

Bis-(\beta-carbohydrazido-ethyl)-sulphone and process preparing it. Farbwerke Hoechst, A.G. 938,309,

Piperazine derivatives. H. Morren. 938,646.

Antibiotics—zygomycin A and zygomycin B. Takeda Pharmaceutical Industries, Ltd. 938,478. α-aminoarylmethyl-penicillins, Bristol-Myers Co.

Production of dithio fatty acid derivatives and intermediates thereof. Fujisawa Pharmaceutical Co., Ltd. 938,627.

18-Oxygenated pregnanes and process for their manufacture, CIBA, Ltd. 938,566.

Amino-compounds of the æstrane series and a process for their manufacture. Schering, A.G. 938.432.

Steroid processes. Boots Pure Drug Co., Ltd. 938,440.

Steroids, General Mills, Inc. 938,445.

Enol ethers of 3-keto-5\alpha-androstanes. Francesco Vismara, S.p.A. 938,638.

Insecticidal compositions, Fisons Pest Control, Ltd. 938,400.

Sanitary towel. Robinson & Sons, Ltd. 938,373.

Aerosol container, L'Oreal, 938,331.

Photographic camera with an automatic exposure regulator, Agfa, A.G. 938,224.

Photographic cameras, Kodak, Ltd. 938,175.

Apparatus for developing electro-photographic material, Ozalid Co., Ltd., and A. L. Robertson, 938,349. Photographic cameras, Eastman Kodak Co.

938,176.

Photographic camera. Agfa, A.G. 938,710. Cinematographic cameras, Eastman Kodak Co. 938.535.

Photographic cameras, Kodak, Ltd. 938,177. British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from October 2.

#### CONTEMPORARY **THEMES**

Subjects of contributions in current medical and technical periodicals.

ANTIBACTI-RIAL ACTIVITY of herpes simplex virus grown in tissue culture, Nature, August 17.
SCIENCES OF NEW IMPORTANCE to medicine, J.

Amer. med. Ass., August 3. LIABILITY in use of investigational drugs, J. Amer.

med. Ass., July 27.
THE PENICULINS. J. Amer. med. Ass., July 27. PROBLEMS in prescription order communications. J. Amer. med. Ass., July 27.

CURRENT STATUS of non-proprietary nomenclature for drugs. J. Amer. med. Ass., July 27.

LABLILING of prescription drugs, J. Amer. med. Ass., July 27,

VINBLASTINE AND VINCRISTINE, Congenital malformations in hamster embryos after treatment with, Science, August 2.

FIBRINOGIN, Paracrystallin forms of, Science, August 2. SEROLOGICAL PREGNANCY TEST using latex particles.

Brit, med. J., August 24,

SMOKING DETERRINT STUDY, Brit. med. J. August 24, PREOPERATIVE SKIN PREPARATIONS. Lancet.

August 24. AGEING, The mystery of, New Scientist, August 22,

Animals and Pain. New Scientist, August 22. RESERVINE: its effect on silver-stained structures of the heart. Science, August 9.

ALLERGIC ENCEPHALOMYELITIS: rapid induction without the aid of adjuvants. Science, August 9. ETHIDIUM MITAMIDIUM, SAMORIN, BERENIL and bromide, A comparison of under field conditions in Kenya. Vet. Rec., August 24.

THE PRIVENTION OF FOWL TYPHOID in the field using a freeze-dried vaccinc. Vet. Rec.,

August 24. A BIBLIOGRAPHY of veterinary jurisprudence. Vet.

Rec., August 24. AN ANTIBIOTIC-EIKT FFFECT of Lactobacillus acidophilus, Nature, August 24.

CHYMOTRYPSIN, Absorption of, from the intestinal tract, Nature, August 24.
HISTAMINT, Formation of, in ruminal fluid.

Nature, August 24.

ANCOMPONICAM COMPONICAM COMPONICA

# SPECIAL ANNOUNCEMENT FROM DENDRON

A new company specialising in selective distribution of high class perfumery and cosmetics will take over the selling and servicing of *Pierre Cardin Perfumes* from 1st September 1963. There will be no change in established selling policy. The new company is associated with Dendron Distributors, being a member of the DDD Group and will operate under the name

# concorde

PERFUMERY & COSMETICS LTD 94 RICKMANSWORTH ROAD · WATFORD · HERTS



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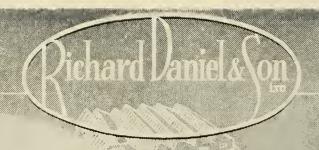
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# Apology of interest to all chemists\*

I, H. O. Wade, of 162 Easter Road, Edinburgh, hereby apologise for using Steiner display material subject to copyright for the purpose of advertising products of André Philippe and thereby winning a prize of £100, which was reported on Page 10 of The Chemist and Druggist, issue date 6th July 1963. In tendering apologies for this conduct, I undertake not to repeat this infringement of copyright again.

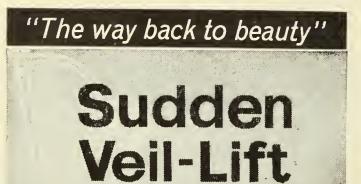


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King's Road, Reading, Berks. Phone: 55861

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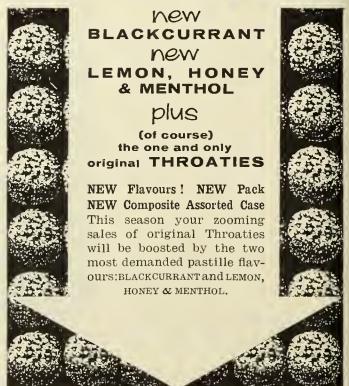
Waddon Marsh Way, Ramsgate Road, Croydon Sandwich (Municipal 2500) (Sandwich 3335)

Sudden

Veil-Lift

# Throaties mean business

#### NOW IN 3 FLAVOURS!



# Throaties NEW BLACKCURRANT FLAVOUR







'Sales-Winning' advertisements in the NATIONAL PRESS WILL THE EVERYONE WITH A 'throat' about the original and new throatles and spur the demand for all three flavours. Be sure to display all three distinctive. 'EASI-SELL' Counter Display Units. Take full advantage of frequent throatles advertising in the leading dailies: DAILY MIRROR, DAILY EXPRESS, DAILY HERALD, GLASGOW DAILY RECORD, and BELFAST TELEGRAPH.

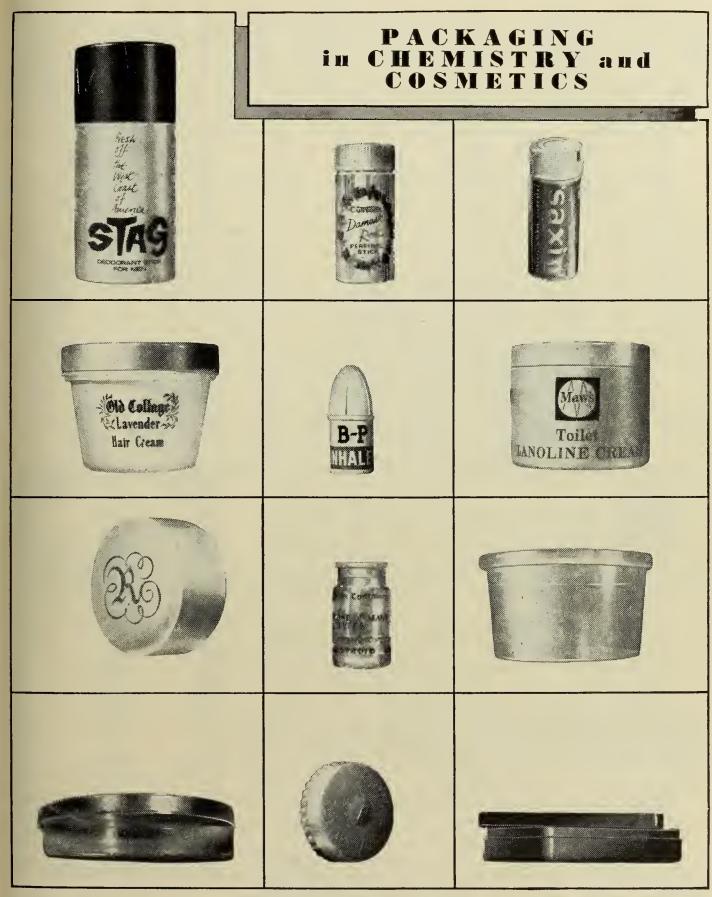
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Ask about the

NEW 3 DOZEN ASSORTED COMPOSITE PACK.

Throaties Agents to Retail Pharmacies ERNEST JACKSON & CO. LTD., CREDITON, DEVON.

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LONDON, S.W.20 Tel.: LIBerty 3421



Take a well-established product like Owbridge's family cough remedy. Add two important new medical ingredients:

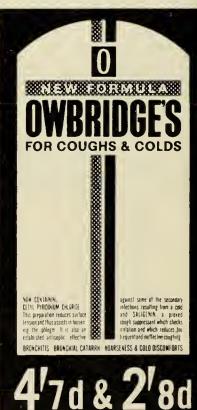
# Cetyl Pyridinium Chloride & Saligenin

to speed relief of the cough and ease irritation. Then, affix a new label, thus:

Then advertise prominently throughout the winter months in order to create a huge DEMAND!

# NEW FORMULA ADVERTISING

Powerful promotion plans include 15- second T.V. commercials and 7-second reminder spots on selected stations throughout the peak selling months, from early November until February next. Millions of families will see these hard-selling new commercials and demand will be great. Take in stocks NOW and display well. The original Owbridge's in both liquid and pastille form, will be sold alongside New Formula Owbridge's available in liquid form only.





Trade terms: 2/8d. size - 19/6d. doz. plus 4/10½d. P.T.; 4/7d. size - 34/2d. doz. plus 8/6½d. P.T.

# Enough to turn the heads of 13 MILLION WOMEN!

(that's how many can see (1) () ads)

\*Big spaces, full colour in the top women's weeklies and a selection of the women's monthly magazines

\*Unduplicated readership of nearly 13 million women

That's how Color-Glo advertising sets out to win new customers for you and remind old customers it's time to buy again. When they come into your shop, welcome them with Color-Glo displays. And if you haven't got all thirteen beautiful shades in stock, now's the time to order.

- DEEP RICH CHESTNUT
   WARM CHESTNUT
- BLACK TULIP AUBURN DEEP AUBURN
- GOLDEN CHESTNUT MOLTEN GOLD
- DOVE GREY HONEY BROWN

and the famous Color-Glo **Brown-Sherry Shades** 

- DARK BROWN SHERRY
- BROWN SHERRY
- AMBER-BROWN SHERRY
- LIGHT SHERRY



Semi-permanent Hair Colouring

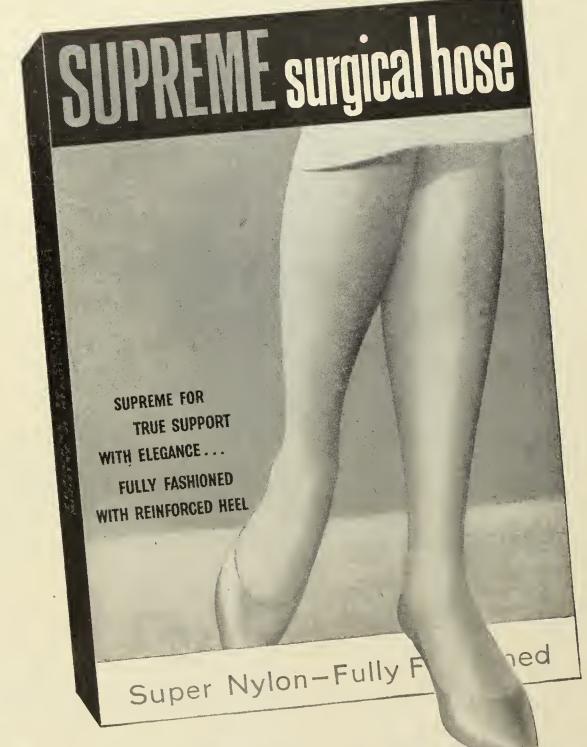
Price 24/- per dozen bottles, plus tax. Retail 3/6 per bottle

Manufactured and distributed by:

GOLDEN LIMITED

Berkeley Square House, Berkeley Square, London W.1. Mayfair 8240

Republic of Ireland enquiries to: Lilmar Pharmaceuticals Limited, Santry, Dublin



REAL RELIEF FROM VARICOSE VEINS COMES ONLY WITH FULLY FASHIONED SURGICAL HOSE

SUPREME FULLY FASHIONED HOSE is the flattering answer to correct, all-over surgical support. Real support from the best 2-way stretch elastic hose. Comfortable to wear with elasticised heel and made to N.H.S. specifications, Supreme Hose is available on Form E.C.10. Stock and recommend SUPREME. Offer your customers *real* relief from varicose veins.

SUPREME SURGICAL HOSIERY CO . HALL LANE . CHINGFORD, E.4

# Cut shopfitting costs with





Patent No. 641839



### SHELVING

KNOWN THROUGHOUT THE WORLD

#### NO OUTSIDE LABOUR NEEDED TO ASSEMBLE

Fitting or refitting your shop with Remploy-Lundia prefabricated shelving saves you money. It needs no outside labour to assemble . . . it costs far less than custom-built installations . . . and it is remarkably adaptable.

Because of the comprehensive range of sizes, Remploy-Lundia Shelving can fit into any given wall space to within 6 inches. Each shelf is adjustable—can be moved up or down at intervals of  $\frac{3}{4}$  inch.

Any combination of widths can be joined together, and extension bays are easily added to existing Remploy-Lundia units.

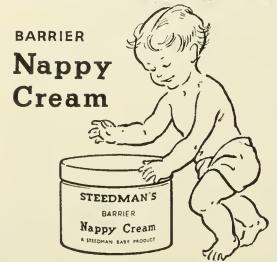
Made from polished hardwood in natural finish, Remploy-Lundia Shelving is smart looking as well as practical. Remploy-Lundia can cost as little as 70/- per foot by 6ft. high.

TO: REMPLOY LIMITED, Remploy House, (Dept. C.D.19) 415	Edgware Road, N.W.2.
Please send me full details of Remploy-Lundia Shelving	Tel: GLA. 8020
NAME	
ADDRESS	
London Showroom : 22 Bruton St., W.I. Tel : MAYfa	ir 4881/2



Easy to assemble Strong fully interlocking bars fit neatly into one
another, securely holding top,
bottom and centre shelf to uprights.
Shelves simple to adjust Special
spring clips plug into uprights of
Remploy-Lundia Shelves at \(\frac{1}{2}\) inch
intervals. The shelves, grooved at
both ends, slide along the clips,
completely concealing them. Shelf
grooves do not show from front
view.

#### STEEDMAN'S



# Mothers have Welcomed This New

#### STEEDMAN'S BABY PRODUCT

National advertising is bringing a greater demand for samples than we have experienced in 150 years. This is augmented by direct sampling on a most extensive scale.

Letters resulting show that

MOTHERS ARE TURNING TO STEEDMAN'S NAPPY CREAM AND BUYING REGULARLY

### lf

you are not yet carrying stocks order from your wholesaler NOW

IN JARS SELLING AT 3/9

From your wholesaler 30/- per dozen NOT SUBJECT TO PURCHASE TAX

Steedman's Nappy Cream is both a preventative and a treatment, providing a silicone barrier against skin irritants, and an efficient antiseptic to reduce ammonia formation.

Further information and literature from

JOHN STEEDMAN & CO. 272 WALWORTH ROAD · LONDON · S.E.I7



London Underground posters are now sending Goddard customers your way. Display Goddard's unique, timetested embrocation to enjoy profitable sales and quick turnover.

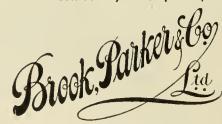
#### GODDARD'S EMBROCATION

FROM LEADING WHOLESALERS OR WRITE J. G. GODDARD & CO. LTD., 100 MONCRIEFF STREET, PECKHAM, LONDON, S.E. 15

For PILLS, TABLETS, GALENICALS

CUSTOMERS' OWN FORMULÆ and SPECIALITIES, PACKING SERVICE

etc. send your enquiries, now, to:



"ASHFIELD"

BRADFORD 7

& GLASGOW

Telephone: Bradford 32281 also East Kilbride 21890



Non Irritant
TY PRODUCTS

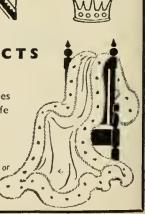
THE SAFETY FACTOR IN EVERYDAY MAKE-UP

Prescribed by the Medical Authorities for over 20 years as the pure and safe cosmetic for sensitive skins.

New terms give 331% discount.

Obtainable from Messrs Sangers Ltd., and Allied Companies, through your Wholesaler, of direct from

BOUTALLS CHEMISTS LTD., 60 Lambs Conduit St. London, W.C. I





TELEPHONE: CENTRAL 6565

Address Box Number Replies to: THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2

APPOINTMENTS — 24/- per ½" s.c. minimum and pro rata. AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT, Run-on — 4/- per line (minimum 20/-), Semi-display — 24/- per ½" s.c. minimum. Displayed with border rule, larger type faces and blocks — 60/- per s.c.i minimum. Reduced rates for one-third, one-half and full pages on application. SITUATIONS WANTED — 6/- per 18 words minimum, then 4d. per word. Use of Box No. — 2/-. Advertisements received by 4 p.m. Tuesday published same week,

#### **PREMISES**

#### EVERSHOLT ST., EUSTON LONDON N.W.I

#### **NEW SHOP TO LET**

adjoining doctor's surgery opp. site of new Euston Stn. Frontage 18 ft. Depth 20 ft. Rear access Stock room. Rent £500 p.a. exclusive. New Lease

WEATHERALL GREEN & SMITH 22, Chancery Lane, London W.C.2 Tel. Hol. 6944 (20 lines).

#### BUSINESSES FOR DISPOSAL

MANUFACTURING BUSINESS FOR SALE, including trade marks hitherto applied to (1) Lip Sores; (2) Perspiratory conditions of the Feet; (3) Perfume. Box C 5474.

PHARMACY, N. IRELAND. Annual gross £11,500 increasing, 15 years lease at £26 per month. Price £3,000 plus S,A.V. (£1,500 at most). Box C 5481.

#### **BUSINESSES WANTED**

WELL ESTABLISHED COMPANY with exwell established company with ex-isting toiletry interests wishes to acquire a company manufacturing toiletries and allied products and/or non-medical pharmaceuticals, Sales organisation and established outlets essential, Minimum Turnover £100,000, All enquiries dealt with in confidence, Write Box C 8280.

#### **APPOINTMENTS**

#### ALTON GROUP HOSPITAL MANAGEMENT COMMITTEE

Dispensing Assistant

Applications are invited for the above post at Lord Mayor Treloar Hospital, Alton, Hants, Apothecaries' Hall Certificate preferred, Whitley Council conditions of service, Applications with names and addresses of two referees to the Group Secretary at the above hospital.

C 5490

#### DRYBURN HOSPITAL, **DURHAM** (316 general beds)

Deputy Chief Pharmacist (Category V)

required to assist the Group Chief Pharmacist with pharmacy arrangements at all hospitals in the Durham Group, Salary £855—£1,165 per annum. Detailed applications, quoting 2 referees, to Group Secretary, Dryburn Hospital, by 7th September, 1963. C 5468

#### BARNET GENERAL HOSPITAL, BARNET, HERTS

Part-time Pharmacist

required 20 hours per week, Applications to Hospital Secretary with names of two re-

#### BATH HOSPITAL MANAGEMENT COMMITTEE

Pharmacist

required at St. Martin's Hospital, Midford Road, Bath; a busy Hospital of 629 beds. National Health Service Conditions of Service, salary scale £725 x £30 (2)—£785 x £35 (3)—£890 x £40 (2)—£970. Applications with names of two referees to the Group Secretary, Bath Hospital Management Committee, Manor Hospital, Combe Park, Bath. C 8507

# BETHNAL GREEN HOSPITAL, CAMBRIDGE HEATH ROAD, LONDON, E.2

Locum Pharmacist

required immediately. Salary £19 19s, per week. Apply to the Hospital Secretary, C 644

#### CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacist

for hospital relief duty in the hospitals of the Group, 2nd to 28th Sept, inclusive, Salary 19 gns, p,w. Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2.

# CENTRAL MIDDLESEX HOSPITAL, PARK ROYAL, LONDON, N.W.10

(Category V)

Senior Pharmacist or Locum Pharmacist required, Whitley Council salary scale, Higher qualification allowance where applicable. Applications, stating qualifications and experience, plus two referees, to Medical Director as soon as possible.

C 8496

#### HAMMERSMITH HOSPITAL AND POST-GRADUATE MEDICAL SCHOOL, DU CANE ROAD, LONDON, W.12

Pharmacist

required at above General Post-graduate Teaching Hospital (Category V). Post offers varied work and excellent experience, Pleasant working conditions, Previous experience not essential, Whitley salary scale £725—£970 per annum, plus London allowance, Commencing salary within this scale according to experience, Applications stating age, qualifications and experience, and naming two referees, to Chief Pharmacist. C 8487

#### HARTLEPOOLS HOSPITAL MANAGEMENT COMMITTEE

Pharmacist
Applications are invited for the above vacancy, Salary £725 to £970 per annum. Apply (with names of two referees) to the Group Secretary at the General Hospital, West Hartlepool, as soon as possible. C 5484

#### LEWISHAM HOSPITAL, HIGH STREET, S.E.13

Senior Pharmacist

required. Applications stating age, qualifica-tions and experience, and names of two referees to Chief Pharmacist. C 636

LINCOLN COUNTY HOSPITAL
Dispensing Assistant
Applications are invited for an immediate vacancy for the above post at this hospital. The post is an interesting one and may necessitate duties in another hospital in Lincoln. The holding of the Apothecary Hall Certificate will be considered an advantage. Whitley Council salary scales and conditions of service apply, Unqualified £230-£580, Qualified £340-£660, Both scales according to age. Additional information is available from the Group Pharmacist, Applications with the names of two referees should be sent as soon as possible to The Secretary, County Hospital, Sewell Road, Lincoln.

C 8499

#### LONDON JEWISH HOSPITAL, STEPNEY GREEN, E.1 Pharmacist required at the above hospital from September

2. Modern department offering good general experience. Every third Saturday morning off, Whitley Council salary scale. Applications in writing giving details of age, qualifications and experience, together with the names of two referees to the Chief Pharmacist. C 8480

LONDON JEWISH HOSPITAL,
STEPNEY GREEN, E.1
Locum Pharmacist
required at the above hospital from September
2. Modern department, Every third Saturday
morning off, Salary £19 19s, per week, Applications to the Chief Pharmacist. (Telephone:
STE, 4251.)
C 8479

MOORFIELDS EYE HOSPITAL,
CITY ROAD,
LONDON, E.C.1
Dispensing Assistant
Applications are invited for the above post,
female, Preferably with Certificate of Society
of Apothecaries or other recognised qualification. Whitley Council salary and conditions
of service

of service.

Apply in writing giving names of two referees, to the Chief Pharmacist, Moorfields Eye Hospital, City Road, E.C.1. C 8511

#### MOORFIELDS EYE HOSPITAL

MOORFIELDS EYE HOSPITAL
Senior Pharmacist
required at the City Road Branch. An interesting post in well-equipped, modern department, Hours 8.30 a.m. to 4.30 p.m.
Monday to Friday; Saturday 8.30 a.m. to 1 p.m. with every third Saturday free. Salary £810—£1,060 plus London Weighting. Applications, with names of referees, to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1. C 8497

#### Appointments—Continued

#### NETHERNE HOSPITAL, COULSDON, SURREY

Locum Pharmacist

required, salary £19 19s, per weck. Conditions of service as agreed by the Pharmaceutical Whitley Council. Accommodation for single lady, Applications in writing with full particulars together with the names of two referees to the Physician Superintendent.

C 8505

#### NETHERNE HOSPITAL, COULSDON, SURREY Pharmacist

required, salary £725 x £30 (2) x £35 (3) x £40 (2)—£970, plus London Weighting allowance, Conditions of service as agreed by the Pharmaceutical Whitley Council, Unfurnished flat available, Hospital within easy travelling distance of London and the coast, Applications in writing with full particulars, together with the names of two referees, to the Physician Superintendent. C 8504

### ROYAL ALEXANDRA INFIRMARY,

PAISLEY
Post-graduate Pharmaccutical Students

Two vacancies exist for the above posts in the Group Central Pharmacy, Applications with the names of two referees to the Group Chief Pharmacist, C 5487

#### SHOTLEY BRIDGE GENERAL HOSPITAL, CONSETT, Co. DURHAM Pharmacist

Applications are invited from Registered Pharmacists for the above appointment now vacant. This is an acute hospital of 529 beds and will be the site of a new district general hospital of 900 heds on which work has already commenced. Modern Department equipped with facilities for manufacturing and sterile work, Salary £725 per annum, rising by annual increments to £970 per annum, Residential accommodation is available for female applicants.

annum. Residential accommodates able for female applicants.
Applications, giving details of age, education and experience and naming two referees to C 8486

#### SHRODELLS HOSPITAL, WATFORD Dispensing Assistant

required with certificate of the Society of Apothecaries, Whitley Council salary and conditions of service, Applications in writing to the Hospital Secretary.

C 5346

#### SOUTHMEAD HOSPITAL, BRISTOL

(670 beds) Pharmacist

required at Southmead Hospital. This post offers wide experience in modernised depart-

Applications stating age, qualifications and experience to he sent to the Group Secretary. Southmead Hospital, Bristol, forthwith. C 8493

#### ST. LEONARD'S HOSPITAL, NUTTALL STREET, LONDON, N.1

Locum Pharmacist

required from 1st September onwards, Applications to Chief Pharmacist. C 642

# ST. LEONARD'S HOSPITAL, NUTTALL STREET, LONDON, N.1 Locuid Dispensing Assistant

required immediately. Applications to Chief C 645

#### ST. LEONARD'S HOSPITAL, NUTTALL STREET, LONDON, N.1

Dispensing Assistant
required, Salary seale rises to £580 p.a. plus
London Weighting, Extra pay for appropriate
qualifications, Good working conditions, 39
hour week, Applications to the Hospital Secretary.

#### ST. MARY ABBOTS HOSPITAL, MARLOES ROAD,

KENSINGTON, W.8
Locum Pharmacist
required September 1st to 21st, Salary 19 gns, per week, Applications to Chief Pharmacist C 8506

#### ST. MARY'S HOSPITAL TEACHING GROUP, PRINCESS LOUISE KENSINGTON HOSPITAL FOR CHILDREN, ST. QUINTIN AVENUE, LONDON, W.10

Applications are invited from suitably qualified persons for the post of Pharmacist at the above-mentioned Hospital, Apply in writing to the undersigned, together with the names of two referees,

F. C. HARRIS,

Secretary. C 5479

#### STAINCLIFFE GENERAL HOSPITAL HEALDS ROAD, DEWSBURY, YORKSHIRE Senior Pharmacist Applications are invited for the above post

now vacant, Salary scale; £800—£1,060 per annum. This hospital has modern departments offering good experience including small-scale manufacturing. Single female accommodation could be provided, Applications giving age, experience and qualifications together with the names of two referees should be sent to the Administrative Officer at the hospital, C 8500

# THE GENERAL HOSPITAL, DEWSBURY, YORKSHIRE Pharmacist Applications are invited for the above post

now vacant.

now vacant,
Salary seale: £725—£970 per annum,
This hospital has modern departments offering good experience including small-scale manufacturing. Single female accommodation could be provided.
Applications giving age, experience and qualifications together with the names of two referees should be sent to the Administrative Officer at the hospital.

C 8501

#### PUBLIC APPOINTMENTS

CHIEF PHARMACIST— H.M. PRISON SERVICE Male registered Pharmacist, aged 25 or over, required for a Chief Phar-macist Category 1 post to H.M. Prison Grendon, near Aylesbury, Ruckinghamshire

Buckinghamshire, Salary scale £855 to £1,165 plus £54 per annum environment allowance. Furnished bachelor accommodation or unfurnished house available to

of illituitistical motion of the control of the con House, S.W.1. C 8484

#### SITUATIONS VACANT

DISPENSER-SECRETARY required flat and Reading, £6 Box C 5489.

#### RETAIL (HOME)

CHEMIST COUNTER ASSISTANTS, Ladies required for London, E.C.1, and N.1, Highest salary paid in exchange for experience and loyalty. Apply in writing to: Managing Director, Kendale Chemists, 51 Exmouth Market, E.C.1.

Market, E.C.I.

OWING TO A FURTHER EXPANSION the Pharmacy Department of the Plymouth Cooperative Society, Ltd., will shortly have managerial vacancies, Applications in the first instance should be made to:—Pharmacy Manager, Plymouth Co-operative Society, Ltd., Pharmacy Office, Vauxhall Street, Plymouth.

C 5488

OXFORD, Old-established family business requires a pharmacist from 23rd September for dispensing and to assist generally. Flat (furnished or unfurnished) available, Apply with full particulars to R. C. Burbank, 116 Walton Street, Oxford.

#### WHOLESALE

ASSEMBLER for drugs and medicinals for Hospital Orders. Some experience and knowledge of drugs and medicinals an advantage, Good salary and conditions. Apply Biorex Laboratories, Ltd., 47/51 Exmouth Market, London, E.C.1, Ter, 5216.

#### J. M. LOVERIDGE LIMITED, SOUTHAMPTON

Have vacancies for two representa-tives to call on Chemists and Veterinary surgeons covering

(a) Hampshire, based on Winchester/Southampton area.
(b) Wales and Gloucestershire, based on Gloucester/Bristol.

A wide pharmaceutical knowledge is essential, with experience of outside selling a considerable advantage. This is an opportunity to join a young and rapidly expanding sales force with unlimited prospects, Applicants are requested to write giving full details of career and past experience and stating if car owner.

C 5443

LEADING IMPORTERS of high-class and well-known professional hair preparations and perfumery have a few vacancies for representatives in the following areas: West Scotland; East Anglia; and certain parts of London., Only those gentlemen (and ladies) need apply who are well introduced, of impeccable standing and accustomed to handling high-class merchandise, Top commission rates available, Please apply to Sales Director, Box C 5475.

#### MEDICAL REPRESENTATIVE

MEDICAL REPRESENTATIVE
A vacancy occurs for a Medical Representative in the Shropshire and North Wores, areas, Preference will be given to persons with pharmaccutical or medical background, Applicants should possess initiative, be of pleasant personality and appearance and be conversant with these particular areas. This position offers excellent opportunities with a progressive and expanding company. Good salary, company car and usual expenses are offered. A life assurance and pension scheme is operated by the company.

Applications which will be treated as strictly confidential to:

The Medical Manager,

CALMIC LIMITED,

CREWE HALL, CREWE

ITALIAN COSMETIC HOUSE of International repute with range of excellent products, exceptionally packaged, require top notch salesman with extensive live connection in the West End of London and South London, Terms by arrangement, Car or car expenses provided. Write in confidence to Box C 8485.

#### SITUATIONS VACANT WHOLESALE

#### NEW PRODUCT PHARMACEUTICAL **DEVELOPMENT MANAGER**

Abbott Laboratories invite applications for the position of New Product Pharmaceutical Development Manager.

Suitable applicants should possess a standard pharmaceutical qualification, a higher qualification being an advantage. They should have had several years' experience in drug development and formulation.

The successful applicant will be responsible to the Manager, Pharmaceutical Development, for all development work relating to the final pharmaceutical presentation and acceptability of new drugs.

The salary will be fully commensurate with qualifications, age and experience.

Applications giving full details of education and experience should be addressed to the

PERSONNEL MANAGER, ABBOTT LABORATORIES LTD., Queenborough, Kent.

#### FLAIR FOR WRITING?

Opportunity knocks for man with flair for writing who has a pharmaceutical background. Professional journalistic experience not essential in a position which involves co-operation in the production of public relations and sales material, and price lists. The right man will have ample scope to make a good career for himself with a progressive and expanding organisation. He may, now, be with a pharmaceutical house, an advertising agency, in retail—or

Pensions scheme, five-day week and three weeks' annual holiday. Salary will be commensurate with qualifications, age and experience. Please write to:-

> B. M. Rusling, M.P.S., UNICHEM LIMITED, Crown House, Morden, Surrey

C 8508

#### **ALLEN & HANBURYS** LIMITED

are offering appointments to Pharmacists as

#### REPRESENTATIVES

in Wolverhampton, Eastbourne and other parts of the country.

Training will be given and the posts offer a challenge to male Pharmacists with drive, initiative and ambition. A good salary and full expenses will be paid and a car is provided. The posts are pensionable. Applications, giving full details of age, qualifications and experience should be sent to the Personnel Manager, Allen & Hanburys Ltd., Bethnal Green, London, E.2 and should quote ref. No. C 8509

REPRESENTATIVE REQUIRED for Kent, Surrey, Sussex. Makers of well-advertised lines need man with connection wholesale and retail. Good basic salary, car, lunch allowance and expenses. Box C 5492.

#### SITUATIONS WANTED

OPTICIAN wants Chemist with space. London area. Box C 5485.

#### **AGENTS**

MANUFACTURER seeks wholesale distributors for their safety spectacle holders. Retailing at ls. 6d, each, Individually packed, with illustration. Sample and showcard free. Guardian Enterprises, 395 Hornsey Road, London, N.19. Archway 1765. C 5412

REPRESENTATIVES already calling on chemists and photographic retailers to carry additional high-class, best-selling lines that are backed by national advertising. Good commission paid, Please supply one trade and bank reference, Apply to Intertrade Co., 5 Bathurst Street, London, W.2. C 8052

#### **AGENCIES**

**EXCELLENT CONNECTIONS** with chemists in Middlesex and N.W. and N. London, Box C 5483.

#### D.R. PHARMACEUTICALS

#### LTD.

A young and vigorously expanding firm of pharmaceutical agents invites Principals, both in the United Kingdom and Overseas, wishing to extend the distribution of their products, to write, in strict confidence, to the

> Sales Director, D.R. Pharmaceuticals, Ltd., Box C 5448.

#### **AGENCIES** (OVERSEAS)

#### AGENCIES REQUIRED RELATING TO PHARMACEUTICAL AND TOILETRY PRODUCT RANGES FOR AUSTRALIA

A Director of a well-established Australian distributing organisation will be visiting England early in October for the purpose of negotiating with English manufacturers of above lines for exclusive distributing rights of their products in Australia.

It is desirable that any interested manufacturer write to the address sub-mitted below before September 9 in order that an appointment may be

J. W. Schaffer, Esq., C<sub>1</sub> o Dalmas, Ltd., 215 Charles Street, Leicester.

C 5438

#### WANTED

CASH FOR CAMERAS!!! Best prices paid for German and Japanese apparatus that has become obsolete or is "sticking." Quantity unlimited. The Camera Co., 320 Vauxhall Bridge Road, S.W.1. VIC, 5438. C 627

WANTED: "Worssam" Rotary Tablet Presses. Box C 5458,

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8.

#### **BUSINESS OPPORTUNITIES**

A BARGAIN — New Company Registrations £25 complete—all trades, also rapid Company Formulation Service, Get "Advantages of Trading as a Limited Company," 3/- post free, Business Economy (Dept. Y/10/AU), 156 Strand, London, W.C.2, TEM, 8377/2294, 19 Walker Street, Edinburgh, 3, CAL, 1167. C 622

EAST AFRICA
A director of a progressive and successful company of manufacturing chemists will shortly be visiting the United Kingdom in connection with a major expansion of the company's interests.

a major expansion of the company's interests.

During this visit he wishes to negotiate with a nationally known company, manufacturing ethical or proprietary medicines, with a view to undertaking on their behalf the manufacture in East Africa of suitable products, either under licence, or under contract.

Existing distribution and sales agencies can be preserved, or alternative arrangements made.

The East African and neighbouring territories offer a vast sales potential, which can be fully exploited by the reduced costs achievable by local manufacture.

local manufacture.
Enquiries, which will be treated in the strictest confidence, are invited. In the first instance, please write Box C 5491.

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists," 35/-, Full trade terms. Order by waist size from Manly Co., Manor House, Worcester Park, Surrey, DERwent 3877.

SOLE IMPORTER of quality brushes finding ready sale among hairdressing and beauty salons, chemists, stores, etc., invite applications for Sole Distribution. Please write in first instance to Box C 5462.

#### **BUSINESS OPPORTUNITIES**

# DO YOU HAVE A PROBLEM RELATING TO DISTRIBUTION OR SALES COSTS?

**IF YOU HAVE,** a talk with us could help. We have a first class chemist and grocery sales force organised to provide a high level of distribution. A limited number of additional brands could be added economically to existing lines.

If discussions confirm your interest, we recommend that you also talk to our present clients whose opinions will enable you to judge our capabilities in modern competitive conditions.

Write or telephone to:

The Managing Director Food Brokers Ltd., Crown House, Morden, Surrey.

Telephone: LIBerty 7284]

C 849

#### **ACCOMMODATION**

COMMERCIAL TRAVELLERS and others seeking accommodation in all parts should read DALTON'S WEEKLY, every Friday 4d. For 93 years the leading paper for accommodation of all kinds, Send p.c. for free copy. DALTON'S WEEKLY (Depl. C), London, S.W.8. C 641

#### **FINANCIAL**

RELEASE CAPITAL tied up in book debts by using our Sales Finance service, CML, 115 Gloucester Place, W.1. C 5477



#### MACHINERY FOR SALE

FOR SALE — Colton power-driven tablet machine, would suit small manufacturing firm. Any offer considered. Apply: Dyson-Bichet, Chemist, Waterloo Road, Brighouse, Yorks. C 5467

# Technical Books for the Pharmacist's Library...

PHARMACEUTICAL FORMULAS, Vol. 1 12th Edition, 1953

Short of possessing a whole series of national pharmacopæias, the pharmacist has at his hands in this volume the best means of comparing the standards and formulas official in the pharmacopæias of the principle countries of the world, plus a host of other formulations of galenical products, many of which would nowadays be extremely difficult to find were they not assembled in this unique and fully indexed volume of 1,139 pages, issued with a 60-pp. supplement.

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	Atrixo (1164 SSL) hand care 404	12 0	3	0	1	9	Insert	liniment	2⅓ oz	23	0	5	9 3	4	
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	408	20 7	3 5	2 0	3	0		THIS WE	EK'S	Gi	IANG	<u> </u>	5		
	Avomine (971 PSMB)	96 0	24	0	14	0		NEW and altered en	tries no	tific	ed for	the	first	tim	e
	tablets 25 mgm 10	20 0	_	_	2	6 †s7		A = Advan							
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	powder, ampoules	160 A			21	0			veek ar	C 111	arkeo	LITTI	us:—		
	150 mgm 10 multi-dose container	<b>16</b> 8 0	_	-	21	0	•	Admune (436 Evans)	,	7	Con		4.		
	750 mgm	74 0	_	-	9	3		disposable syringe .	$\begin{array}{cc} \cdot & 1 \\ 10 \end{array}$	60	6ea 0ea	_	10	0	
	"M" ampoules 67 mgm 10	<b>14</b> 8 0	_	-	18	6		Amfix (818 M&B)							
	inulti-dose container 335 mgm	56 0		_	7	0	Insert		1 gall	40	0ea	_	60		
	ampoules 2 mils 10	98 0	_	-	12	3	Insert Delete		) mils . 80 oz	56	0	_	•	0	
	multi-dose container	40 0			5	•	20000	Aqua Mephyton (837 MS)							
	Canadian (288 Commercial)	<b>4</b> 0 0	_	_	9	0	Insert		. 25	47	6ea	—	71	3	
	healing oil 2 oz	24 - 0	6	0	3	6	Delete	Band-Aid (672 Johnson) butterfly closure 100 s							
	Cyclonal (971 PSMB) sodium	00 4-			F.0	0.5-1-4.1	Deteor	Barluze (89 Barluze)							
	ampoules $0.5 \text{ gm}$ $25$ $1 \text{ gm}$ $25$	33 4e: 46 8e:		-	50 70	0†s1s4A 0†s1s4A				24			2 3		
	Faint Blush (60 Arden)	••	• •	• •	12	6		Bartex (477 AF&B)		TIL	ciudes	3a.	for cor	ıtaır	ier.
	Florineige (1254 UCS)						•	perfume spray, handba	ng						
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	floral carded 631,800	33 0	8	3	4	11	a	Capsolin (938 PD)	No. 7 tube	$\frac{9}{24}$	1ea 0	6	3 tea 15		
\nlada	flower 631,500	72 0	18	0	10	6		Cascade (818 M&B)			Ť	v			
nsert	Hlpsy (930 P&B) Hlpsy (451 F&J)						Insert	photographic wetting	. mila	100	0		15	0	
	Karswood (895 NA&V)			_				agent 500 Dorothy Gray (385 DG)	mils	120	0	_	10	U	
	dog powders 8	14 5 (2 doz)		7 loz)	1	0	•	Colour Drama		58			6 8		
	24	16 2	4		2	3	•	soap	. 4 oz	32	0	8	0 4	8	
	kennel pack	6 0ea			10	0	Delete	elastic adhesive bandage	23 in an	d 3 i	n				
	Lady Caroline (1254 UCS)							Embacoid (818 M&B)	•						
	perfume with atomiser 633,500	102 <b>0</b>	25	6	14	11	Insert	film cement 500	mils	108	0		13	6	
	Remous 11oz 633,200	126 0	31	6	18	6	•	Entair (179 BDH)	. 30	11	2ea	2	9½ea19	6	1
	Meldaire (833 Mel P)	<b>36</b> 0	9	0	5	6		Hexocil (1310 WW)	. 30	11	26a	2	936413	U,	Z .
	depilatory roll-on Nilodor (1474 NRA)	30 0	ð	U	•	·	Insert	(distributors 776 Lover	idge)						
	air freshener	92 0	_	-	11	6	•	Johnsonplast (672 Johnson	on) zinc c	oxide	plaste	r B.	P.C.		
	Nobecutane (436 Evans) plastic dressing 50 mils	9 0ea			13	6		flesh colour	1 in	4	3			6	
	spray 100 mils	15 0e			22	6		1 yd	. ½ in 1 in	5	3	$\equiv$		7	ļ.
	300 mils	24 0e		-	36	0		$3\frac{1}{2}$ yd	. ½ in	8	6			0	
	Permaco (357 DS&H) Permaco (895 NA&V)							5 yd	1 in . ½ in	$\frac{13}{12}$	$\frac{6}{6}$	_	1		
100016	bullets (cattle) 12	345 6	_	-	72	0		<i>5 ya</i>	l in	19	ő	_			2
		$(\frac{1}{2} \operatorname{doz})$			75	^			2 in	33	3	_	3 5	10	
	(sheep) 50	360 0 (½ doz)	_	-	75	0		10 yd	$3 \text{ in}$ $\frac{1}{2} \text{ in}$	$\frac{47}{20}$	8	_	9	6	ı
	Please (895 NA&V)							10 3 4	1 in	32		_	3	9	
	choc-drops for dogs	26 1		11	- 1	8			2 in	59		_	7	0	
	Poli-grin (1178 Stafford)	(2 doz)	(2)	loz)				Johnsons (672 Johnson)	3 in	83	4	_	9	9	
	Poli-grip (1178 Stafford) (distributors 451 F&J)						Corr.	cotton buds	•	8	8	_	1	0	
) of at	denture cream 13 oz Polyansyn (61 APC) ampoules Polylock (721 LC) small kit	28 0	_	-	3	6	Corr.	cream	tube	14	5	3	71 2	0	
reiete	Polylock (721 LC)						Delete Corr.	napkins powder	large	27	8	6 1	.1 3	9	
	small kit	37 9	9	5	5	6	Corr.	soap		12	7	3		7	
	natolus (937 Parisek)						Delete	back plaster	•	10	0		2	3	
)elete )elete	mouse crumbs red squill rat biscuits						Delete	wool balls (carton) . chiropodists' felt N.H	S. medin	18 un	U	_	,	. 3	
55560	Schick (1054 R&A)						Add		sınall	12	0	_	. 1	6	
	blades stainless double-	94 7		0	2	6	А		12 yd	9	6	$\frac{2}{3}$	4½ 1 7½ 2		
nsert	edge dispenser 5 Seneschal (1124 Sen M)	24 7	6	2	3	6	Delete	pocket first-aid outfit	24 yd	14	U	o	13, 3	. 0	
	corn planes	22 6	5	71	3	1	A	protective pants		240	0	24	0 29	6	
)elete	corn planes Senpolin (1154 S&N) liniment Somilan (179 BDH)							me		$\frac{260}{280}$	0	26 28	0 31	9	
	tablets 500	92 <b>6</b> e	a 23	1le	a161	10}	A	travel kit	large •	44	ő		3.	6	
		- J		- 20				,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,							

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	Mandelamine (1310 WW)	, ,			1			
Insert	(distributors 776 Loveri	age)						
	Mannitol (837 MSD)							
	25% solution		10			4.5		
	ampoules 50 mil		10	6ea		15	9	
	Max Factor (813 MF)				0.40			
	Coiffure Italienne		41	4	9 10	6	0	
	Neuva Maja (317 CS)	1	-	0	1 0	343		
		1 oz	.7	3ea	1 9	3ea 13	6	
		OZ	11	0ea		ea 20	0	
		1 OZ	18	6ea	4 7	§ea 33	6	
	perfume 1/	7 oz	10	3ea		gea 19	0	
		1 OZ	20	9ea		lea 37	6	
		1 OZ	35	9ea		∮ea 65	0	
		1 oz	47	6ea		½ea 87	6	
_		3 oz	65	0ea	16 3	ea <b>119</b>	6	
	New Tress (525 Golden)		90		<b>"</b> 0		4.4	
	wave set		20	0	$\begin{array}{ccc} & 5 & 0 \\ & 3 & 2 \end{array}$		11	
	0 1 11 1 1 1 1		12	6	3 2	- 1	10	
_	Owbridges (925 Owbridge)		10			1 0		
•	new formula		19	6	4 10		8	
	B4-1 (1010 3V)V)		34	2	8 6	§ 4	- 1	
Insert	Pacatal (1310 WW) (distributors 776 Loveri	dge)						
	Pino Silvestre (529 Gorney	)						
	eau de Cologne	P /:	66	0	16 6	9	9	
		100	114	0	28 6	16	9	
		200	16	0ea	4 0	ea 28	6	
	bath foam		54	0	13 6	8	6	
	Proctosedyl (1087 Roussel)	١						
	suppositories		108	0	_	13	6	TS
Delete		12	100	U		10	٠	10
Detete								
Y	Pyridium (1310 WW)	1						
Insert	(distributors 776 Loveri	age)						
	Sanatogen (502 Genatosan	1)						
	selected multivitamins		56	0		7	0	
_		00	404	()		4.0	-	

	Solufin (673 J of H) developer			0	_		5	
	AL-1-11-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-1-	21 litre	20	0ea	_		30	0
	Stabellin V-K (147 B		w.s				_	
	syrup 125, granule	s for	52	0	_		6	6
petete	Tress (525 Golden)							
	Trill (525 Golden)		1.77	1			2	c
A	hair conditioner		17	1	-4	3	Z	6
· · · · · · · · · ·	film cement		100	Ω			13	6
			108	U			13	0
	Tryptizol (837 MSD)							
•	Syrup Urolucosil (1310 WW	4 oz	8	6ea	_		12	9
	Urolucosii (1310 W W	)						
	(distributors 776 Lov							
nsert	Varicones (898 Nortl							
	pile remedy		14	$\frac{2}{4}$	$\frac{3}{8}$	$6\frac{1}{2}$	2	1
					8	4	5	0
			59	0	14	9	8	11
	Velouty (379 Dixor)							
	powder eream				6	9	4	0
		jar	20	6	5	$1\frac{1}{2}$	3	1
	Zo all sizes							
Detete	Zonas all sizes							
4347	NEDBARRAMIC AND	4DDITE	ANC !	ro r	TO BE	TΛ	CFII	nnr.
AME	NDMENTS AND	ADDITIO	JNS .	OK	LI	IU.	201	PL
89 B	Sarluze) = BARLUZE	(PRODU	CTS)	LTD	. 2	Lo	vain	e A
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